



# International Business Days Le Mans 2017

10th International Business Meetings  
Le Mans (France) - June 14 and 15

## Participation Contract

An event  
created and organized by



# 1 - Terms and Conditions of Participation

1. The event: The 10th edition of International Business Days Le Mans 2017 (also called Convention d'Affaires Internationales Le Mans 2017 or IBDL2017) organized by FLConseil, will take place on June 14th and 15th 2017 at Technoparc du Circuit des 24 heures, Chemin aux Boeufs - Le Mans (Sarthe) France.

2. Registration: the deadline for registration in International Business Days Le Mans 2017 is May 14th 2017. Participation will only become definitive after acceptance of registration and after the full payment of fees due. Registration is then firm and definitive.

3. Payment and terms: The payment of participation fees is made in Euros and must be made in one single payment with the registration application by bank transfer made out to FLConseil within a maximum of 1 week time after registration.

## Bank Details

Bank	Branch	Account number	Key
20041	01012	0645447N033	20

IBAN number – International bank account number  
FR28 2004 1010 1206 4544 7N03 320

BIC –Bank Identifier Code  
PSSTFRPPSCE

## Domiciliation

45900 – La Source cedex 9 France  
Téléphone : + 33 1 53 68 37 37

## Account Holder

FLConseil  
17 rue Marc Sangnier 92700 - Colombes France  
+ 33 1 40 12 76 33

In the event of an occurrence outside its control or of force majeure, the organizer may, as he chooses, change the dates or the venue of this event or cancel it after having notified by written the participants. In that case the organizer makes a commitment to pay off to the registered participants the paid fees, deduction made by the expenses committed for the organization, without this can open straight ahead to compensations.

4. Cancellation: The event is based on a concept that relies on the selection of companies and the organization of preprogrammed business meetings. Due to this, cancellations will be highly detrimental to the participation of the others.

In the event of a last minute incident preventing attendance of the registered person the company may nominate another participant as a replacement after informing the organizer in writing. No shows will result in forfeiture of the entire registration fee.

5. Limit of liability: in its capacity as an organizer, FLConseil is only bound to a best effort obligation.

6. Exhibition and demonstration: please refer to the addendum sent upon request prior to application

7. Insurance: each participant shall provide a proof of insurance relative to its legal liability, covering all damages for which the participant may be held liable, and in particular: theft, fire or the deterioration or destruction of all equipment or installations.

8. Advertising: subsequent to the acceptance of the registration, the organizer authorizes each participant to display the event logo and/or the following words on its sales and advertising documents: «Participant in International Business Days Le Mans 2017, at Technoparc du circuit des 24 Heures on June 14th and 15th 2017». Likewise, each participant authorizes FLConseil to mention the participant's attendance at the said event.

9. Grant of Image rights: Every participant authorizes the organizer to use, in a professional context for needs of information, photos and video of the event in which the participant is represented.

10. Confidentiality: In accordance with the French Data Protection Law of January 6th 1978, persons have a right to access, to correct and to delete data relating to themselves.

11. Competent courts: in the event of a dispute, which could not resolved by amiable agreement, the jurisdiction of Nanterre (Hauts de Seine) France shall have sole competency.

## 2 - OFFERS

### 1TO1 BUSINESS MEETINGS - Wednesday + Thursday



A business meeting plan especially tailored to suit your needs is prepared with you two weeks before the event that gives you until 12 sessions of 25 minutes to establish business relations and/or technological partnerships. Also benefit from the unique atmosphere of the race and from the usable breaks (gourmet dinner, qualifying practice sessions by night, gourmet breaks and buffet lunch) to promote trades and for establishing contacts.

#### The pack (for 1 person) includes the following:

- Proposal and validation of your personalized meeting plan
- 1 ticket allowing entry to Le Mans 24 Hour circuit to see free and qualifying practice session on the Wednesday
- Private guided visit of paddocks and pits of teams participating in the race
- Invitation to the gourmet dinner on the Wednesday
- The opportunity to see the qualifying practice session by night
- Permanent access to the rest area
- Buffet lunch on the Thursday
- The possibility to be interviewed by professional media (technical, sport, business)
- A souvenir gift of the event
- Publication of your company profile in the Participant's Guide
- Mention of your company's participation at the event on IBDLM internet site
- Welcome pack given to you at sign-in
- 1 copy of the Participant's Guide including the company identity forms for each participant
- Logistics assistance before and during International Business Days event

#### WEDNESDAY + THURSDAY

1to1 Business Meetings .....	€ 1,500
Additional Participant .....	€ 750

## 1TO1 BUSINESS MEETINGS - Thursday

A business meeting plan especially tailored to suit your needs is prepared with you two weeks before the event that gives you until 8 sessions of 25 minutes to establish business relations and/or technological partnerships.

### The pack (for 1 person) includes the following:

- Proposal and validation of your personalized meeting plan
- The opportunity to see the qualifying practice session by night
- Permanent access to the rest area
- Buffet lunch on the Thursday
- The possibility to be interviewed by professional media (technical, sport, business)
- A souvenir gift of the event
- Publication of your company profile in the Participant's Guide
- Mention of your company's participation at the event on IBDLM internet site
- Welcome pack given to you at sign-in
- 1 copy of the Participant's Guide including the company identity forms for each participant
- Logistics assistance before and during International Business Days event

### THURSDAY

1to1 Business Meetings .....	€ 750
Additional Participant .....	€ 375

## EXHIBITOR - Wednesday + Thursday

A dedicated location, that you can tailor as you wish to your needs, in the exhibitor's zone, ideally located between the meeting area and the buffet/pause space. Your stand gives you the opportunity to present your company, your activities, know-how, range of products, equipments and services.



### The pack (for 2 persons) includes the following:

- 1 open space of 6 sqm with table and chairs
- 2 tickets allowing entry to Le Mans 24 Hour circuit to see practice session on the Wednesday
- Private guided visit of paddocks and pits of teams participating in the race
- 2 invitations to the gourmet dinner on the Wednesday
- The opportunity to see the qualifying practice session by night
- Permanent access to the rest area
- Buffet lunch on the Thursday
- The possibility to be interviewed by professional media (technical, sport, business)
- 2 souvenir gifts of the event

- Publication of your company profile in the Participant's Guide
- Mention of your company's participation at the event on IBDLM internet site
- 2 welcome packs given to you at sign-in
- 2 copies of the Participant's Guide including the company identity forms for each participant
- Logistics assistance before and during International Business Days event

### **WEDNESDAY + THURSDAY**

Exhibitor (2 persons) ..... € 1,890

Provision of a stand of 6 sqm customizable with your colours, with table and chairs

+ Additional Participant ..... + € 750

+ 1to1 Business Meetings ..... + € 835

## **DEMONSTRATOR (offer available for only 2 companies) - Wednesday + Thursday**

Enjoy an area of 9 sqm to perform demonstrations and a speaking time of 15 minutes to present your products, processes and services to all of the participants of the International Business Days Le Mans 2017.

This limited and differentiating offer gives you the opportunity to combine know-how and outreach.



### **The pack (for 2 persons) includes the following:**

- 1 open space of 9 sqm with table and chairs
- 1 oral presentation of 15 minutes (with AV equipment if necessary) during the day on Thursday
- 2 tickets allowing entry to Le Mans 24 Hour circuit to see practice session on the Wednesday
- Private guided visit of paddocks and pits of teams participating in the race
- 2 invitations to the gourmet dinner on the Wednesday

- The opportunity to see the qualifying practice session by night
- Permanent access to the rest area
- Buffet lunch on the Thursday
- The possibility to be interviewed by professional media (technical, sport, business)
- 2 souvenir gifts of the event
- Publication of your company profile in the Participant's Guide
- Mention of your company's participation at the event on IBDLM internet site
- 2 welcome packs given to you at sign-in
- 2 copies of the Participant's Guide including the company identity forms for each participant
- Logistics assistance before and during International Business Days event

**WEDNESDAY + THURSDAY**

Demonstrator (2 persons)..... € 2.800  
 Provision of an area of 9 sqm allowing demonstrations

+ Additional Participant ..... + € 750  
 + 1to1 Business Meetings ..... + € 835

**SPONSORING**

Optimize your participation at the International Business Days Le Mans 2017 through the various sponsoring possibilities that we propose. We thereby offer the opportunity to communicate about your brand thanks to communication formulas by the product (lanyards and badges, shoulder bag, souvenir gift of the event), by medias (Participant's Guide, internet site, electronic signage, ...), by the visual communication on your stand and at strategic locations of the International Business Days Le Mans 2017 (gourmet dinner, buffet lunch, breaks,...).

**Five formulas of sponsoring are available**

Sponsoring of lanyards  
 Sponsoring of the shoulder bag  
 Sponsoring of the coffee breaks and Thursday buffet lunch  
 Sponsoring of the souvenir gift  
 Sponsoring of the Wednesday gourmet dinner

**The exclusive pack for 2 participants includes following:**

- Your logo features on all the event's documents
- Presentation and logo of your company in the sponsors space on the internet site of the event
- Active link between the internet site of the event and your company's site
- Your company's documentation is included in the participant's welcome pack
- 2 tickets allowing entry to Le Mans 24 Hour circuit to see practice session on the Wednesday
- Private guided visit of paddocks and pits of teams participating in the race
- 2 invitations to the gourmet dinner on the Wednesday
- The opportunity to see the qualifying practice session by night
- Permanent access to the rest area
- Buffet lunch on the Thursday
- The possibility to be interviewed by professional media (technical, sport, business)
- 2 souvenir gifts of the event
- Publication of your company profile in the event's Participant's Guide
- Mention of your company's participation at the event on IBDLM internet site
- 2 welcome packs given to you at sign-in
- 2 copies of the Participant's Guide including company identity form for each participant
- Logistics assistance before and during International Business Days event

Sponsorings of souvenir gif, coffee breaks and Thursday lunch and Wednesday gourmet dinner are entitled to additional services

**Sponsoring of souvenir gift:**

- 15 minute presentation of the company and its activities
- Mention of the company during the offering of the gift

**Sponsoring of the Wednesday gourmet dinner:**

- Your logo features on the gourmet dinner menu
- 25 minute presentation in a dedicated room before the Wednesday aperitif and dinner
- The ability to deploy communication equipment in the dining room of the restaurant

**Sponsoring of the coffee breaks and Thursday lunch:**

- The gourmet breaks and Thursday lunch areas are dressed with sponsor's colours
- 15 minute presentation of the company and its activities

**LANYARD** ..... € 1,250

**COFFEE BREAKS AND BUFFET LUNCH** ..... € 2,750

**SHOULDER BAG** .....€ 1,800

**SOUVENIR GIFT OF THE EVENT** .....€ 2,950

**GOURMET DINNER** .....€ 3,500

**If you want to combine participation and sponsoring**, please contact us so in order to set up together the best way to optimise your presence at International Business Days Le Mans 2017.

Call us at **+33 (0)1 40 12 76 33** or **+33 (0)6 82 56 45 80** or email us at [ibdlemans2017@gmail.com](mailto:ibdlemans2017@gmail.com)

**GUEST - Wednesday**

Thank a customer, hold the attention of a prospect, reward a partner through the experience of intense and unforgettable moments on Wednesday 14th June in attending the free and night-time qualifying practice sessions.

The Guest pack, for one person, includes the following:

- 1 2017 Le Mans 24h VIP pack is inclusive of documents related to the event among which some are exclusive for the media as well as maps, banner, official poster, official programme, ....
- Access to buffet with tasting of local products
- 1 ticket allowing entry to Le Mans 24-hour circuit to see free and qualifying practice sessions on the Wednesday
- The private and guided visit of paddocks and a team's pits participating in the race
- Participation in the Tech talk about the «issue of racing tyres» in Michelin Compétition or Dunlop Motorsport assembly workshop.

- Free time to visit the Le Mans 24h Museum, the Village, ....
- 1 invitation for the gourmet dinner at the Auberge de Mulsanne.
- The possibility to watch by night the qualifying practice session from a private space at the second chicane on Mulsanne straight.

**GUEST** ..... € 640

## COMMUNICATION

Optimize your participation in the International Business Days Le Mans 2017 in boosting your communication before and during the event.

### We offer you several promotion tools.

- Presentation of your company by email sent to all entities invited to the International Business Days Le Mans 2017

Make your skills known:

« Zoom on... » your company in a wave of specific emails sent once per month, up to the event, to all qualified contacts invited to International Business Days Le Mans 2017 (possibility of a different message every month).

- Your advertising in the Participant's Guide given to each participant  
Four coloured 1/2 page, page, inside front cover, inside back cover, and back cover advertising.

« **Zoom on** » ..... € 900

### In the printed guide given to each participant

<b>Four coloured 1/2 page</b> .....	€ 390
<b>Four coloured 1 page</b> .....	€ 670
<b>Four coloured inside front cover</b> .....	€ 840
<b>Four coloured inside back cover</b> .....	€ 840
<b>Four coloured back cover</b> .....	€ 1,100



# Registration Form

Please complete all pages of this file and return them to us by e-mail at inscriptions@ibdlemans.com or by mail to the following address:

IBD Le Mans - 26, rue Gambetta 93400 Saint Ouen (France).

For any questions, you can reach us at + 33 6 82 56 45 80

The mentions followed by \* must be filled

Your Company

Name of the Company \* .....

Intra-Community VAT identification number \* .....

Address \* .....

Zip Code \* ..... City\* .....

Country \* .....

Phone\* .....

Website \* .....

Activities \*

Main Activity \* .....

Year of creation of the company ..... Staff .....

Turnover .....

Participants to IBDLM 2017

**Participant 1**

Mr Mrs

First Name, Family Name \* .....

Position\* .....

Email\* .....

Direct Phone /Mobile Phone \* .....

**Participant 2**

Mr Mrs

First Name, Family Name \* .....

Position\* .....

Email\* .....

Direct Phone /Mobile Phone \* .....

**Participant 3**

Mr Mrs

First Name, Family Name \* .....

Position\* .....

Email\* .....

Direct Phone /Mobile Phone \* .....

MAIN PURPOSES OF YOUR PARTICIPATION\*

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Person in charge of the registration

Mr Mrs

First Name, Family Name \* .....

Position\* .....

Email\* .....

Direct Phone /Mobile Phone \* .....

## Order Form

	Price before tax	
1to1 Business Meetings - Wednesday + Thursday	€ 1,500	
+ Additional Participant	€ 750	
1to1 Business Meetings - Thursday	€ 750	
+ Additional Participant	€ 375	
Exhibitor - Wednesday + Thursday - 2 Participants	€ 1,895	
+ 1to1 Business Meetings	€ 835	
+ Additional Participant	€ 750	
Demonstrator - Wednesday + Thursday - 2 Participants	€ 2,800	
+ 1to1 Business Meetings	€ 835	
+ Additional Participant	€ 750	
Guest - Wednesday	€ 640	
Sponsoring		
Lanyard	€ 1,250	
Coffee breaks and buffet lunch	€ 2,750	
Shoulder bag	€ 1,800	
Souvenir gift of the event	<b>ideOkub.com</b>	
Gourmet dinner	<b>bertrandt</b>	
Communication by web - «Zoom on»	€ 900	
Printed Communication (Participant's Guide)		
Four color 1/2 page	€ 390	
Four color page	€ 670	
Four color inside front or back cover	<b>bertrandt</b>	
Four color back cover	€ 1,100	
<b>TOTAL (VAT excluded)</b>		
<b>VAT (20%) - For French companies only</b>		
<b>TOTAL (VAT included)</b>		

**ATTENTION: THIS DOCUMENT IS INTENDED ONLY TO PARTICIPANTS WHO HAVE SUBSCRIBED A «1TO1 BUSINESS MEETINGS» OFFER OR OPTION.**

## ONE TO ONE BUSINESS MEETINGS PROCESS

### Stage 1

from **OCTOBER 2016**

#### **REGISTRATION**

Participation in the 1 to 1 pre-arranged Business Meetings Le Mans 2017 is assured via the on line registration forms which has to be downloaded [www.ibdlemans.com](http://www.ibdlemans.com)

Present yourself! Complete the document concerning your company identification remembering to give the objectives of your participation, complete the participant's forms and fill in the areas indicating the products or services that you offer or are looking to purchase.

This constitutes your first communication to the companies which you will meet. Once all the fields are completed, please send the documents by par email [ibdlemans2017@gmail.com](mailto:ibdlemans2017@gmail.com) or by post to FLConseil 26 rue Gambetta 93400 St Ouen (France). On receiving your documents, an email will be sent to you confirming receipt of your registration by our team.

At the same time as registration, the payment for your participation must be made by bank transfer. Full payment is obligatory to validate your participation in IBD Le Mans 2017.

### Stage 2

end of **MAY 2017**

#### **CONSULT THE LIST OF PARTICIPANTS AND INDICATE YOUR REQUESTED BUSINESS MEETINGS**

We will send you a document enabling you to indicate your requested business meetings. Consult the list of registered participants as well as their detailed profiles, indicate the meetings you request corresponding to your criteria as well as your priorities and return the document to us.

### Stage 3

Early **JUNE**

#### **ORGANIZATION OF YOUR MEETING SCHEDULE**

We establish a meeting plan for you as a function of your priorities and availabilities. This stage enables the maximum number of meetings to be set up according to the availability of each participant.

You can accept or refuse the requests for meetings that are made to you.

### Stage 4

**JUNE 9**

#### **YOU RECEIVE BY MAIL YOUR PERSONALIZED MEETING SCHEDULE**

Depending upon the choices you have made, you will receive by email your individual meeting plan.

### Stage

**JUNE 14 and 15**

#### **1to1 BUSINESS MEETINGS (25 minutes each)**

Each participant must scrupulously respect their meeting schedule. Last minute absences are very detrimental to the good functioning of the meeting process.

On the day, the organizing team will be on hand to help you if necessary to set up additional meetings and respond to any questions you may have.

\*The organizers reserve the right to refuse registrations in order to guarantee a good representivity of the various sectors of activity concerned. The rule « first come, first served » applies. Don't wait to sign up!



# EXPERTISE FORM



**ATTENTION: THIS FORM IS DEDICATED ONLY TO PARTICIPANTS WHO HAVE SUBSCRIBED BUSINESS MEETINGS OFFER OR OPTION**

Buyer = NEED

**COMPANY:**

Supplier = OFFER

**Activities:**

INDUSTRY		NEED	OFFER	SERVICES		NEED	OFFER
<b>Transformation of metals</b>	Alloys			Association, professional organisation			
	Casting			Bench Testy, other tests			
	Ferrous metals			CAD/CAM			
	Fixings			Calculators			
	Forging			Chamber of commerce and industry			
	Non ferrous metals			Computer solutions			
	Precision machining			Computing			
	Precision sheet metals			Concept/development			
	Screw cutting (machining)			Consulting, audit			
	Semi finished products			Control and mission of expertise			
	Springs			Creation, edition computer programmes			
	Stamping, pressing			Creation of internet site			
	Transformation semi finished products			Data management			
	Treatment, coatings			Design and engineering			
	Welding			Distribution of products			
Others			Environment				
			Exhibitor organizer				
<b>Transformation</b>	Of plastics			Health, safety, security			
	Of rubber			instrumentation			
	Others .....			Internet service			
				Laboratory			
<b>Composites</b>	.....			Maintenance			
				Measure and metrology			
<b>Tooling</b>	Direct manufacture			Packages and packing			
<b>Molds</b>	Models/Scale models			Productionazing			
<b>Models</b>	Molds			Quality			
	Rapid prototyping			Research and development			
	Tooling			Sales missions			
	Others .....			Specialized engineering			
				Study/test/project management			
<b>Electronic</b>	Assembly			Technological watch			
<b>Electricity</b>	Cabling			Training			
<b>Microtechniques</b>	Electronic design study			Transports, logistics			
	Full assembly			Robotics			
	Manufacture of precision components			Others .....			
	Manufacture of printed circuits			.....			
	Sub assembly			.....			
	Others .....			.....			
				.....			
<b>Assembly of sub assemblies and complete assemblies</b>							
<b>Energy</b>	.....			<b>Other need</b>			
<b>Hydraulique systems</b>							
<b>Fluids</b>	.....						
<b>Gas</b>	.....						
<b>Systems integrator</b>				<b>Other offer</b>			
<b>Industrial equipme</b>	Special machines			.....			
	Others			.....			
				.....			



# GENERAL CONDITIONS

## EXHIBITOR AND DEMONSTRATOR



### Addendum to the General Conditions of Participation

#### 1. SITE OF THE EVENT

Espace CÉLÉGO

Technoparc of Le Mans 24 hour circuit, Chemin aux Bœufs – Le Mans – France

#### 2. EXHIBITION AND DEMONSTRATION SPACES

##### Distribution of the spaces

- The organizer draws up the event's floor plan and makes freely the distribution of the spaces, taking into account as widely as possible the wishes expressed by the exhibitor/demonstrator, the nature of the products and/or services it displays, the layout of the exhibition/demonstration area which it suggests to install as well as, if necessary, the date when the registration to the event was recorded by the exhibitor
- Besides, the organizer makes sure that the exhibition/demonstration spaces as well as those for the pre-arranged meetings are nearby in order to generate opportunities of exchanges between the participants, whatever the formula(s) they chose

##### The stand

- Form: opened on 3 or 4 sides
- Basic dimensions of a unit: 3m x 2m (118"x79")
- Equipment provided by the organizer for a 6 sq m (64.6-sq ft) unit: 1 table 1,85m x 0,90m (70.9"x35.5") and 4 chairs (possibilities of additional chairs by request during the installation, without extra cost)
- Connection to the power grid with free provision (220v)
- Stand number: advised to every participant by email prior to the event

##### Decoration of the space

- The personal decoration of the exhibition/demonstration space is made by the exhibitor/demonstrator and under its responsibility. It must comply with the safety regulations published by public authorities and the organizer

##### Putting back into initial condition

- The exhibitors/demonstrators get settled on the sites as they found them and must leave them in the same condition

#### 3. WORK TIME LIMITS

- Installation of the space by the exhibitors/demonstrators: on Tuesday 13<sup>th</sup> from 4pm to 7pm or on Wednesday 14<sup>th</sup> from 8am to 9am.
- Disassembly: on Thursday 15<sup>th</sup> June from 5pm to 6:30pm

#### 4. EXHIBITION MATERIAL

- Every exhibitor/demonstrator provides itself for the transportation of the exhibition and communication materials used during the event
- However, the organizer enables every participant to make everything or part of its exhibition material delivered on the site of the event. In this case, the exhibitor must inform the organizer of the contents, the date and the means to deliver the sending by email [ibdlemons2017@gmail.com](mailto:ibdlemons2017@gmail.com) at the latest on 24<sup>th</sup> May. The exhibitor/demonstrator must put on every parcel a label showing clearly:

Espace CÉLÉGO  
INTERNATIONAL BUSINESS DAYS LE MANS 2017  
Technoparc du circuit des 24 heures – Chemin aux Bœufs  
72100 – Le Mans (France)

- It is up to the exhibitor/demonstrator to provide the period for delivering the material in order their receiving takes place at the Espace CÉLÉGO at the latest on 3<sup>rd</sup> June. The organizer will not be held responsible in any way for the delay or the non-delivery on time of the material sent by an exhibitor/demonstrator

#### 5. INSURANCE

- The organizer has taken out Professional Civil Liability insurance against the financial consequences of its public liability as an organizer
- The exhibitor/demonstrator must take out an insurance policy covering the financial consequences of its public responsibility as an exhibitor/demonstrator for the duration of the event (installation and disassembly included) as well as all the damages of which it could be held responsible for and among others: theft, fire, damaging or destruction of equipment or installations. The exhibitor/demonstrator commits itself to specifying this policy to the organizer at first request by this one and waives all recourses against the organizer and his insurer.

### 3 - Validation of registration contract

I have read and agree with the Terms and Conditions of Participation and, if necessary, the addendum specifically aimed to exhibitors and demonstrators.

#### **Payment by bank transfer**

Account Holder: FLConseil

Adress : 17, rue Marc Sangnier - 92700 Colombes (France)

Bank Name : La Banque Postale

Adress: Centre Financier - 45900 – La Source Cedex 9 (France)

#### **Bank Details:**

<b>Bank</b>	<b>Branch</b>	<b>Account Number</b>	<b>Key</b>
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20041	01012	0645447N033	20
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BIC : PSSTFRPPSCE

IBAN : FR28 2004 1010 1206 4544 7N03 320

Signatory name:

Position:

Date:

Signature and company stamp

Once completed, thank you for sending this contract by email to [inscriptions@ibdlemans.com](mailto:inscriptions@ibdlemans.com) or by post to FLConseil - 26, rue Gambetta 93400 Saint-Ouen (France)

Our sales team is at your disposal  
from Monday to Friday  
from 9:00 to 13:00 and from 14:00 to 19:00



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