

Looking for another PV supplier ?



**Warning**

to all our  
suppliers and  
business  
relations

Do not trust these people.....

May 2010

Mr. and Miss Bemyfriend call us during a trip to China to get us to visit their plant. Since we have no free time, they offer to meet us at Shanghai airport to discuss cooperation.

They believe in full cooperation, partnership and already consider ULICA France as a possibility.

They found us on the Web and noticed we have a long experience, mainly promoting Suntech and MSK on the French market since 2003.

They belong to one of the main clothing group n China, lots of people, lots of financing, lots of expectations...



November 2010...

- JEG Industries requires a quote from MCT Solaire for 1,2 MWp of Suntech modules
- They find it expensive and will first visit China and mostly RENESOLA, who has a good bankability, says **their** banker
- We make another better offer with ULICA modules and call Mrs. Bemyfriend to organize the visit by JEG representative of Ningbo's factory.
- We then spend a lot of energy explaining JEG's banker as well as OSEO why ULICA is as good a choice as RENESOLA.
- After 2 weeks JEG's representative does not answer our phone calls anymore. We believe that we lost that customer. We cannot always win !

APRIL 2010

**MCT has decided to work for and with ULICA.**

**We organize a visit at Ningbo's plant.**

**We are welcomed by the CEO who claims he can guaranty the best quality etc...and reassures MCT about strong desire of true cooperation.**

**-Miss Bemyfriend is in Europe at that time, unfortunately.**

**- to seal the partnership we place a first order for a 40' container and decide to have it checked previous to shipment by ERGUM, a Shanghai quality check company.**

**-The container was checked with 18% defects not accepted and replaced, then shipped and well received in MCT warehouse.**



MAY 2011



Just before Munich show, Mr. and Miss Bemyfriend come to Paris to visit MCT, their French customer. They mention another meeting around Paris but as we did not sign a contract yet there was no questions asked. The draft had too many unacceptable points to be reviewed before signing anyway..

We host them for lunch at the president's golf club, spend the afternoon at the office and the evening in a famous Brazilian Cabaret in Montparnasse. Since Mr. Bemyfriend does not seem to have a Visa card, we pay everything. Miss B seems to enjoy it and that's all that matters to us.

Mr. B seems more concerned by other matters.

September 2011

During August 2011 we have had opportunities for large scale PV business in Morocco and Iran.

For the Morocco 's RENAULT market we had a possibility to meet with a decision maker, friend of a friend. Still we had to prepare first a PowerPoint a presentation .

We therefore asked ULICA to give us some marketing material and a good price for 25MWp.

We received a price 10 cts higher than what we were offered by bigger Chinese companies and a video.

Watching carefully this video we spotted a 1,2 MW solar farm as a ULICA Reference.

We tried to get the exact address to tell RENAULT people where our references stood and considering the hesitations of ULICA sales people we found for ourselves that the field was built in December 2010 by JEG Industries **who had signed a direct contract with ULICA, in MCTs 'back.**

*1.2MW Solar Park In France*



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Make sure ULICA does not cheat one of us again. Tell everyone how they do business and avoid them...



Dear Mr. President,

I have been impressed by the exceptional growth of Shan Shan group as expressed on the promotion Video that I was offered while visiting ULICA.

I would be ever so embarrassed if one of my staff was misbehaving with a customer the way ULICA sales executives did with my company. The profit made at that time by ULICA is so out of proportion with the group turnover ! Is it worth the stain on your group reputation ?

I 'm sure you disagree with this type of business betrayal. Please be kind enough to get ULICA CEO to compensate, one way or another for the unpaid commission.

Respectfully

P. CHASSERIAUD President of MCT Solaire