Holm & Halby
TIL LABORATORIER I UDVIKLING

LabRobot distributor meeting
12th of October 2017



Existing customers



















Renewed contracts.

- Arla. We renewed their contract in April for 5 years.
  This customer is one of the best customer for Dilucups with 8 sites that are using this product.
  Good relations makes these things easy☺
- FVST at Faroe Islands. 1 and a half year. Until March 2019.
- Eurofins is in negotiation phase right now in the Nordic.

New customers



1. Small customer with one shaker and estimated 10 – 12 boxes of dilucups pr. year
2. But never underestimate a new customer. This one gave me / us (on top) sales of a media preparator 10 liter and a plate filler with 220 plates capacity.

Upcoming customers



- Orkla foods Denmark.
  Meeting planned with their Quality manager Signe Westall late October or beginning of November.
- FMC Working with Health and Nutrition / Agricultural Solutions.
  Taking over a lot of DuPonts business areas.

Customers that we try to catch.



Carlsberg®

This is a very difficult customer to convince to use dilucups.

WHY.

They don’t do quality control this way.

How do they then test their products ? (Next slide)

A story from real life at Vestfyen Breweries.

- At a customer visit last November a colleague and I had a tour around the Brewery.
- We saw the production and the laboratory
- The lab looked like something from 1800☺ They taste and smell.
- We have in DK a very strange guy called Jim Lyngvild.
- He is totally excited about the Viking time.
- He even build a Viking castel at Fyn.
- Together with the brewery he made recepies for viking brew.
- And this viking brew called Frejdahl was / is such a big succes so the chinese market have ordered several big productions.
- So now we thought that they needed dilucups to check their viking brew. BUT

A story from real life at Vestfyen Breweries

But the chinese market is more interested in whether the labels are correctly placed or if the beer is checked for bacteria etc.

SO DOES ANYBODY HAVE AN IDEA HOW TO CONVINCE THEM TO USE DILUCUPS ?





Total LabRobot Sales Holm & Halby

