# Labrobot Distributor meeting 24-26.9.25

**Antti Mattila / Triolab Finland**



# Success story

## Customer: Finnish dairy company, Valio

### Seinäjoki-site: Factory and QC lab

- Purchase of Dilugent standard 06/25
- Procurement decision after demo

### Helsinki-site: Factory and R&D lab

- Demo performed 09/25
- Positive feedback and quote request
- Customer herself highlighted the power of the system
- Customer´s internal reference




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# Missed opportunity

## Customer: SGS Finland

**Purchase of Dilushaker III in 2022**

- Latest sale of Dilucups in 2024
- Declining trend and no sales in 2025

Next step: Account management and follow up



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