



ALCOCHEM
HYGIENE

Alcochem Hygiene, A division of Alcochem

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A) ABOUT ALCOCHEM HYGIENE, A DIVISION OF ALCOCHEM

Alcochem Hygiene is fully integrated manufacturing, sales and marketing organization. The company offers industrial products for the international hygiene and pest control industry.

Alcochem Hygiene is a division of Alcochem. Alcochem set up Alcochem Hygiene in mid 2005 to create an organization that could offer a broad range of professional hygiene products to offer all markets. More details on Alcochem can be found at www.alcochem.nl or at www.h-trap.net / www.insect-trap.net

Manufacturing

Vertically integrated with a core of competency in engineering of innovative products, Alcochem Hygiene expertise in design has allowed the company to service various industries.

With own offices in Poland and China Alcochem has built up an extensive network of production partners that offer high quality products.

Sales & Marketing

Alcochem Hygiene is committed to expand its position as innovator and will clearly focus on new ideas & concepts. This format will enable us to always stay ahead of the competition.

New Product Development

The core of Alcochem past, present and future is the continuing development of new products. We consider this as a team effort of Alcochem and her dealers, that pulls together experts in all fields to create quality, effective and affordable products.

Engineering teams are set up to collaborate on a variety of new ideas and concepts.



B) INTERNATIONAL SALES PROGRAM & CONDITIONS

Suppliers Program (Wholesale / Distributors)

Support

As a selected supplier of Alcochem Hygiene, we will provide everything possible to aid in the marketing and selling of the Alcochem Hygiene / Alcochem items if available such as:

- Training programs
- Marketing material
- Website assistance
- Database
- CD containing images & catalogues
- Testing & approval documentation
- Engineering support
- Leaflets
- Articles, Newsletters & Press releases

Alcochem Hygiene understands the demand on exporting and we have several in-house departments that provide the needed support to accommodate the different markets.

Requirements

To provide the greatest assistance possible, Alcochem Hygiene wants to understand your current business activities. We encourage you to fill out the attached questionnaire so we can learn more about your company (See last page with the questionnaire)



Exclusivity

To become an exclusive distributor for Alcochem Hygiene either for a particular product, market or avenue of distribution, Alcochem Hygiene requires the following:

- Visit to our headquarters in Holland
- Outline or proposal of a business plan
- Attending the training program
- Contract signed by both parties
- Minimum order requirements
- Attending at least one trade show and / or organizing one seminar / workshop

Products

With respect to export, Alcochem Hygiene does stock a large number of items in different plug configurations. There are a few items that must be identified before supplying a product that could influence cost and availability.

- Configuration / Voltage – what is required for your market?
- Approvals / Certificates – All items are CE approved, but select markets require additional approvals
- Language – packaging / instructions need to be translated

Samples

Alcochem Hygiene will gladly provide you with the samples needed for marketing / testing. Please provide a list of items you wish to have and we will provide a pro forma for review.



Pricing

Please request a quote sheet on the products of interest from your sales manager. Also, if interested, enquire about Alcochem Hygiene's special closeout price list on items that Alcochem Hygiene / Alcochem will be discontinuing.

Shipping

Depending on the Product and Quantity, all orders are shipped from our main warehouse facility in Bunschoten, Holland.

Freight forwarders

Customers are responsible for providing their own freight forwarder to handle shipments. If you do not have one, Alcochem Hygiene can recommend a forwarder for your country.

TNT, UPS & DHL

You have the option of use one of these express couriers. We can use your account number or we can use ours and place the charges on your invoice.

Payment process

All pricing is based on an ex works shipment, Holland unless agreed otherwise in writing.



D) COMPANY QUESTIONNAIRE

Please answer the following questions to the best of your ability.

This will help us to understand you better. Thank you.

See also following webpage on our site: <http://www.alcochem.nl/cooperation.php> to get more information.

- 1 Name of your company
- 2 Address
- 3 Phone / Fax
- 4 Email
- 5 Website
- 6 Years in business
- 7 Bank contact & details
- 8 VAT number
- 9 Product line distributed by your firm
- 10 Territory covered
- 11 Product(s) requested
- 12 Key customers and or target markets
- 13 How did you learn about Alcochem Hygiene / Alcochem
- 15 Last 3 years of sales (given in Euro * 1000)

Any additional information provided is highly appreciated.

Kindly send the info to the sales contacts as described in section C of this document.