

# **For technical salespeople and consultants**

Solutions that provide added value to your customers

## Solutions that add value

When discussing opportunities with your customers, it is important to have a supplier who can document quality, environmental benefits and technical specifications – and who sees the big picture. Pla-Mek® does not just deliver plastic components, but solutions that are well thought out from idea to finished product. Here you will gain insight into what we offer, and how you can use us as professional support in the dialogue with your customers.

### **We don't just supply parts – we supply solutions. When discussing options with your customers, you can highlight:**

- **Documented environmental** benefits and CO<sub>2</sub> reduction through choice of materials and long service life
- **Technical specification** for both components and materials – we provide you with ready-made specification documents
- **Assembly/system configuration** – we always consider the whole, not just the individual component
- **Component properties and material selection** – we assist with recommendations based on application, load and service life
- **Creativity at every stage** – many customers say that the solution they chose was better than they first imagined, thanks to our insight into plastic construction and the possibilities inherent in injection moulding and automation.

Please contact us to find out more.