





FRANCISCO III VICECOMITIS
CURATORES PIAE DOMUS
GUILLMI DELBENE REG
EACTO PISANAE MALIN
FUNDAMENTIS ORGERE
PATERNUS ANGLUS PR
NOMINENTUR 19 X



Bagni di Pisa



























ECOTECHNICS
2018 DISTRIBUTOR MEETING
WELCOME COFFEE

ECOTECHNICS
Technology
and design
in motion.





ECOTECHNICS

Development 2016 – 2017

Product segmentation by basic / medium / top level

BLACK LINE / TOP		MEDIUM	BASIC	SPECIAL
				
ECK TWIN PRO	ECK 4000 ECK 4000-HFO ECK 3900 PREMIUM	ECK 3900	ECK 1890	ECK LAND / ECK BUS-PRO

Snappan

W. Dreyer Holding, Post 2075 Mainz 1900 - 1700









Communication and sales support



1. Identity & Distinction
2. Points of strength
3. How to select most suitable
4. Product presentation





















































































