



LET'S USE THE **SYNERGY**

TOGETHER WE CAN...

- ... get more customers
- ... present more solutions
- ... make more profit



ABOUT

TopControl was founded in 1991 by Michael Saltuari and is one of the world's leading suppliers of innovative automation solutions in the food industry. With more than 80 dedicated employees, TopControl plays a significant role and can boast strong global growth in recent years.

TopControl is the competent partner for automation and system solutions in the industrial environment. We plan, develop and implement customised total solutions for production and logistics control, especially in the fruit and vegetable sector. The product portfolio ranges from smart system scales and labelling solutions to complete, sophisticated packing lines for the food industry, including software solutions that guarantee maximum ease of use.

Technical innovation is a top priority at TopControl. Devices, as well as software, are developed, designed, programmed and produced in-house. Everything starts with

the customer's requirements. Our goal is to develop innovative ideas with a technical edge for our customers, which lead to an improvement and greater efficiency of the production processes. With the background of our knowledge and experience, we deal with innovative technologies and solutions in order to continuously achieve a technological lead.

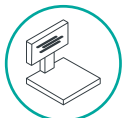
Quality is anchored in our thoughts and actions; this applies to company management as well as employees.

Being a TopControl Synergy partner means enjoying exclusive benefits and increasing your own profit.

We would like to add you to our worldwide partner network so that we can complement each other in the best possible way.

We offer exclusive discounts, 360° support and exciting new opportunities to develop solutions for your customers.

intelligent
weighing
solutions



intelligent
labelling
solutions



intelligent
packaging
solutions



smart
software
solutions





Vegetables



Fruit



Meat



Cheese

Your advantages with TopControl solutions



Increase
efficiency
of your
production



Increase
quality of
your products



Reduce
waste



Increase
profits



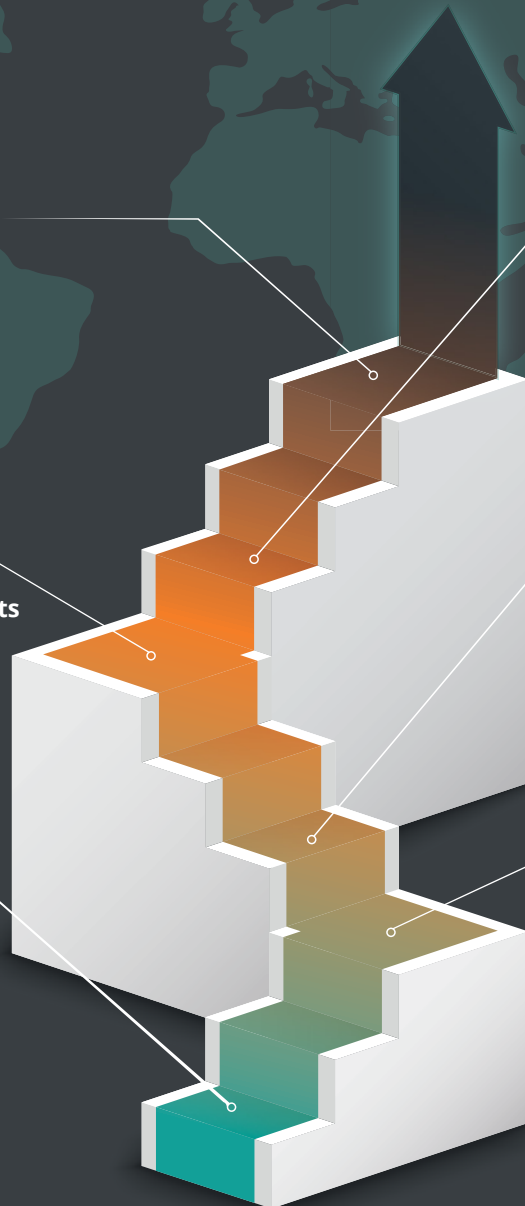
Increase
productivity



Reduce the
giveaway
up to 1 %



Reduce
time and costs



Our cooperation

Win-Win situation

We set annual sales targets with our partners, which are used to define the discounts granted and bonuses at the end of the year. We support our partners in achieving these goals by providing them with targeted trainings. These training courses are compulsory with a final test and certificate. This guarantees that potential customers we pass on to you are professionally

looked after and that they have the necessary expertise to sell our solutions.

Their expertise in installation enables our partners to install and commission lines and machines independently. However, should you still need help from us, you will receive it at a defined preferential price.

Your advantages



OPPORTUNITY

With TopControl solutions, you round off your product portfolio and can offer your customers holistic solutions. In this way, you create enormous added value and can no longer be compared solely on the basis of price. You can offer complete lines including services. Become a solution provider that is indispensable for your customers and that you will gladly return to. At the same time, you expand your range of services and your profit.



SALES

As a TopControl Gold Partner, we support you in selling solutions with our marketing, free sales documents, detailed product information and exclusive discounts. You will be informed about new developments before the product launch. Potential customer contacts are passed on to you. Projects are handled directly by you. For complex projects, however, you can also set on the expertise of our employees.



MARKETING

You will be supported by our marketing. You receive catalogues free of charge. Newsletters and social media campaigns are launched in a targeted manner. You will be named and linked on our homepage so that interested parties can contact you directly. We are happy to support you with rental equipment for trade fairs or events.

A worldwide network of TopControl partners is our goal.

Through our partners, it is possible to expand service and distribution worldwide. Our solutions will round off your product portfolio and enable you to offer well thought-out, complete lines and thus be less comparable. Their expertise in installation enables our partners to install and commission packing and weighing lines and machines independently. Take advantage of the opportunity to be trained as a competent partner. You will receive sales support tools to underline your argumentation with the customer.



TRAINING

Our partners are trained to become TopControl experts. Our training centre offers training on all our products and solutions as well as sales training; be it online or at our Academy. After successfully completing the final test, you also receive a certificate for each module.




SERVICE

We attach great importance to after-sales service. As a Gold Partner, you will carry out installations and services on your own. You receive our services at a preferential price via a service contract. In addition, you can make use of the installation service at a preferential price if required. This way, you are always on the safe side and can offer a professional service.



SHOWROOM

Our partners receive rental machines for their showroom. Explaining advantages and functions is easier with a machine in operation. Depending on your space, we create a concept for you that fits your market. The machines are discussed together every six months in order to display the most suitable ones in your showroom.



Never give up.
Together we will reach new goals.



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