

## Consulting - catch word register alphabetical ranking

.	
ABC-classification customers	
Demarcations, introduction and definitions	
Customer, market and target groups demands	
Butterfly valves	
Migration of customers	
Africa, Near East, Australia	
Aggressivity in sales and marketing	
Egypt	
Activities, tasks and test shedule	
Aktuators, drivers, Automation valves	
Algeria	
America - Brazil, Canada, USA	
Analysys actual-situation employees	
Annex catch word register alphabetical	
Incentive system	
Connecting technology	
Applications, industrial plastic piping components	
Advertising concept	
Unemployment regions in Germany (D)	
Working time outdoor sales people	
Working time in Germany (D) in branches	
Valves	
Valves and pumps, sales together	
Valves, Fittings, Pipes, M+C main product ranges	
Asia - Thailand, Japan	
Tasks, activities and test shedule	
Tasks, functions sales	
Mission and order	
Planning of piping systems	
Equipment investment	
Outdoor / indoor sales people	
Outdoor sales people working time	
Outdoor sales people assessment, -control	
Australia	
Car industry market segment	
Automation valves	
Automation market segment	
Banks, assurances market segment	
Building construction market segment	
DIY's	
Interview method customer satisfaction	
Consulting,logistic, delivery service	
Consulting, offer product groups	
Trouble management	
Assessment out door sales people	
Rating of competitors	
Rating of dealers	

## Consulting - catch word register alphabetical ranking

Rating brands in the field of piping components	
Rating system brands	
Population development regions in Germany (D)	
Relation structure - customer binding	
Biotechnic market segment	
GDP (Gross Domestic Product) countries	
Branches, market segments	
Brazil	
Federal countries in Germany (D) comparision	
Call Center	
Opportunities and ways sales and marketing	
Checklist key account management	
Checklist events	
Chemistry market segment	
Chemicals logistic	
Chemical resistance	
Chile	
China	
Commoditisierung	
Conjoint Measurement	
Controlling/Reporting/Statistic	
Copyright	
Customizing / Service	
Data processing	
Definitions, introduction and demarcations	
German growth regions	
Germany with federal countries	
Directmailing , public relations (PR)	
Direct sales	
Direct sales opportunities and threats	
Documentation	
Pressure air distribution	
Flow measurement market	
Dynamical potential recording	
Stainless steel / multilayer pipes dimensions	
Increase efficiency sales	
Purchase potential Plastic-Pressure-Piping-Products in T€,	
Introduction, definitions and demarcations	
Using sectors Plastic Piping Components	
Retail trade market segment	
Electrical engineering market segment	
Energy market segment	
Energy imports to Germany ( )D	
Energy saving management	
Disposal of plastics	
Development regional D to 2020	
Development product range and performance offer	
Gas world reserves	

## Consulting - catch word register alphabetical ranking

Successful marketing – Mix strategy	
Successful employees development – management	
Food and tabac market segment	
Europe	
Events, virtual in www	
Competences sales and marketing	
Fascination favorites	
Fittings, Flanges, Couplings	
Promotion of small companies in Europe	
France	
Management - rules	
Management	
Management decentral / central	
Management, index numbers	
Functions, tasks sales	
Gas and water distribution	
Catering trade market segment	
Gas distribution market segment	
Health market segment	
Glass industry market segment	
Balance	
Global / Regional	
Global Sourcing	
Big original equipment manufacturer market segment	
United Kingdom	
Semiconductor industry market segment	
Dealers - Industry and the www	
Dealer / Direct	
Dealer / Direct target groups	
Dealer /Direct - components/systems	
Dealer Internet	
Dealer kommunikation-matrix	
Dealer components / systems	
Dealer performances	
Dealer ranking in D	
Dealer producer advantages	
Dealer sales changes	
Dealer conception activities	
Dealer partners rating, performances	
Dealer sales and marketing	
Dealer in D market shares	
Main customers adresses, market segments, potentials in T€	
Main product range definition	
Hauptwettbewerber Profile ( 100 Firmen 2-seitig)	
Main competitors comparision	
Remarks to developments and regions in Germany	
Homepage	
Hygiene / motivaton factors	

## Consulting - catch word register alphabetical ranking

Identity	
Image - in balance with vision and culture	
Incentives	
India	
Industry in D - International competition	
Industrial competition	
Industry market – segments	
Info sources to the study	
Content	
Indoor / outdoor sales people	
Installers	
Internet, market places	
Internet presentation	
Investments in D federal countries	
Investments drinking water	
Iran	
Israel	
Actual– situation in the ordering firm – listing and analysis	
Italy	
Japan	
Jordan	
Refrigeration market segment	
Canada	
Kano-Model	
Catalog, price lists optimizing	
Catalog salesf	
Index numbers management	
Index numbers sales, outdoor people	
Communication segmented	
Communication dealer	
Components / Systems	
Components / Systems - Dealer / Direct	
Conterrevolution in the market	
Corporation tax in Europe	
Cost comparision PVDF / stainless steel	
Hospital market segment	
Crisis or growth - actions	
Criteria and tendencies in the industrial competition	
Ball valves	
Culture, in balance with vision and image	
Customers, market – demands, added values, benefit	
Customer care differentiate	
Customer binding programm	
Customer income value	
Customer acquisition process	
Customer journal	
Customer satisfaction analysis	
Plastic - pressure piping systems - advantages	

## Consulting - catch word register alphabetical ranking

Plastic waste - utilisation and disposal	
Plastic and rubber machines market segment	
Plastic / Metal comparisons	
Plastic in the material circulation	
Plastic market development	
Plastic materials definitions	
Country portraits	
Country ranking GDP, population, area,	
Map Germany - market potential 2004	
Map Germany - market potential 20010	
Food industry markt segment	
Leakage in water pipes	
Performance dealer partners	
Performance product range	
Performances, added values and brand values	
Performance density	
Life science market segment	
Logistikc Tourismus	
Lybia	
Solenoid valves	
Solenoid valves prices	
Brand in the piping construction	
Brand and price policy	
Brand - added values	
Brand assessment process	
Brand PR	
Brand vision motto	
Brand assessment	
Brand leader ship	
Brand management	
Brand core values	
Brand forces	
Brand motto	
Brand policy	
Brand values	
Market Research, Wettbewerbsbeobachtung	
Marketing – Mix strategy, actions	
Marketing One-to-One	
Market in Germany - inclusion in the world market	
Market shares dealer / direct sales	
Market controlling	
Market places, Internet	
Market potentials PPPP in Germany (D) after market segments	
Market potentials - Länderranking Haustechnik	
Market potentials PPPP Deutschland nach Produktgruppen	
Market potentials PPPP Länderranking IS	
Market potentials PPPP Länderranking IS +VS	
Market potentials PPPP Länderranking VS	

## Consulting - catch word register alphabetical ranking

Market potentials PPPP regional, Trends bis 2010	
Market potentials PPPP Welt nach Produktgruppen	
Market prices different countries, selected products	
Market prices in Germany (D)	
Market segments, branches	
Market segments definition	
Market segments industry	
Market segments industry production capital goods	
Market segments industry production consumption goods	
Market segments utilities /distribution	
Market segments, applications, using sectors	
Market structures, region differences - World, GDP	
Marketvolume - market segments	
Markt volume - metal - plastic, segments, regions	
Markt volume - regions, developments	
Markt volume piping products metal/ plastic regions 2007	
Machines construction market segment	
Multichannel systems	
Added values individual	
Added values, brand values, performances	
Diaphragm valves	
Measurement and Control (M+C)	
Exposition data listing	
Exposition virtuell Internet	
Exposition representations, www virtuell, events,	
Exposition rating	
Exposition effizienz	
Exposition concept	
Metal market segment	
Mexico	
Employees development management	
Possible targets – development turnover /profit, market shares	
Monthly reports	
Motivation / hygiene factors	
Multilayer Pipe Producer Europe	
Near Est	
New customer definition	
New customer winning	
Neurobiology	
Nigeria	
Standards	
Advantages, added values	
One to one Marketing	
Option selection main customer	
Option actual-analysis ordering company	
Options, modules of the study	
Organisation customer binding	
PE-ball valves, options sales and marketing	

## Consulting - catch word register alphabetical ranking

PE-ball valves prices	
PE-ball valves technic	
Pharma market segment	
Planing and customer binding	
Planing volume	
Poland	
Potentials main customers	
Potential recording dynamical	
Price examples	
Price jugement	
Prices selling	
Price discount	
Price policy, positioning	
Price comparisions	
Price increase function	
Press informations	
Product successful	
Product groups in offer, consulting	
Production planing input from the sales organisation	
Productivity country comparision	
Productivity sales organisation	
Product value	
Profile outdoor sales people	
Profil R+D manager	
Profile market segment manager	
Profile Product manager	
Profile sales manager	
Profiles main competitors ( 100 firms 2-pages)	
Prognosis market potential PPPP to 2010	
Project comparision real total costs	
Process automation market segment	
Check list actions, tasks	
Test screen competitors	
Public Relations PR	
PVC cycle	
Ranking dealers	
Reengineering -quality, costs, time	
Reengineering strategy design	
Regional / global	
Reporting /statistic, controlling	
Return on investment (ROI) expositions	
Revolution in the Market	
Pipes	
Piping components index numbers alphabetical	
Piping components targets / strategies	
Piping systems plastic / metal development	
Raw material imports to Germany (D)	
Russia	

## Consulting - catch word register alphabetical ranking

Saudi Arabia	
Gate valves	
Slimness sales organisation	
Key account checklist	
Key account canvassing	
Interfaces, too many	
Training concept	
Flowmeter prices	
Fusion processes comparision	
Self rating companies	
Service / customizing	
Service market segment	
Service quality	
Product range - performances Pharma, Biotechnic	
Product range / performance offer	
Product range valuation	
Product range portfolio +GF+	
Product range portfolio Aliaxis	
Product range portfolio ASV Stübbe	
Product range portfolio Gemü	
Product range strategy +GF+	
Product range overview competitors	
Standardisation Market places	
Location conditions in Germany (D)	
Statistic / Reporting	
Tax in Germany (D)	
Catch word register alphabetical ( > 400 catch words )	
Catch word register piping components alphabetical	
Strategical positioning	
Current prices comparision Europe (EU) und Germany (D)	
Substitution materials, procukts, trends	
South Africa	
Systems /components	
Taiwan	
Wage salary in D after branches	
Technic added values	
Technic, technologies, materials	
Telefonzentrale, Call Center	
Telecommunication market segment	
Tendences and criterions in the industrial competition	
Textile market segment	
Thailand	
Transparent competitor	
Trends gas and water distribution	
Trends produkts, materials, substitution	
Turkey	
Turnover change criterions	
Environment aspects plastics	



## Consulting - catch word register alphabetical ranking

Hungary	
Company processes optimize	
USA	
USA pipe demand	
UAE United Arabic Emirate	
Changes dealer sector	
Changes in the market/environment, producers	
Events check list	
Veranstaltungen, Events	
Connection technic, connection forms	
Comparision main competitors	
Comparision D with other countries	
Sales and marketing - valves and pumps together	
Sales and marketing, strategies	
Commercialization concept - chances and ways	
Commercialization ways	
Sales tasks - functions, central-local	
Sales increase efficiency	
Sales competences	
Sales actual - product range successful	
Sales productivity	
Sales slimness	
Sales forms, channels	
Sales index numbers	
Sales organisation	
Virtual exposition	
Vision - in harmony with culture and image	
Growth or crisis - actions	
Growth expectations after service forms	
Growth regions in D ranking	
Water treatment market segment	
Water consumption countries	
Waster distributor, Waterfirms and gas distributor in D	
Water distribution market segment	
World market piping components metal/plastic	
World market, developments	
Producer advantages with dealers	
Materials - comparision plastic / metal	
Material cycle plastics	
Values	
Competitors dealer / direct sales	
Competitors PPPP > 250 world, employees , turnover (option)	
Competitors check screen	
Competitors product range overview	
Competitors transparent	
Competitors and commercialization ways	
Competitors observation, Market Research	
Competitors rating	

**Consulting - catch word register alphabetical ranking**

Competitors differentiaton	
Competitors comparision	
Economical growth regions in Germany	
www - dealers, industry	
Targets / strategies owners	
Targets / strategies customers, processes	
Targets / strategies employees	
Targets piping components	
Targets commercialization - development turnover	
Targets producers	
Target groups definition	
Target groups dealer	
Target groups needs	
Satisfaction - Loyalty - Portfolio	
Satisfaction analysis	
Additional costs sales	
PPPP Plastic Pressure Piping Products	