Trespa TopLab Plus materials are now being made in North American. We also have developed a quick ship stocking program in various thicknesses and colors. The full line of products (from Europe) is also offered. We are doing a survey to understand the constituents in the market. Here are my questions:

Date:	
Distributor:	Market:
Rep:	Formica TSM:
Account Profile	
Account Name:	# Emps = (if applicable)
Person Talked to:	Position:

Segment (Primary ones) Check:

☐ **MFG:** Casework (bid and sub on projects)
☐ **MFG:** Part of product line offered
☐ **MFG:** Sell to dealers or Mfg.
☐ **MFG:** Sell direct to facilities
☐ **Dealer for (Brands/items)** _____ that **Buys/Makes (circle) tops**
☐ **Facility owner (detail) for**_____**that**:_____
☐ Other:

Projects using Lab Grade Materials

Last YEAR
Did you have Lab CT surfaces on projects? Yes / No

On projects let me ask some questions:

 # projects used Epoxy tops were=
Who did you buy from?
What brand?
Why this material?

 # projects using Phenolic lab grade were=
Did you, Did you Mfg. by self or Buyout?
If buyout, from what companies?
Why did you buy out?

Phenolic lab top brand questions
What brands did you use?
Why this material?

 # projects using WA ChemSurf laminate were =
Did you, Did you Mfg. or Buyout?
If buyout, from what companies?
Why this material?

People

How many project managers do you have?
Is there anyone that specializes in labs? Who?
Who would I set up a presentation with ?

Notes