

V.A.V. Group Oy
Paneelitie 3
91100 Ii
FINLAND



Letter of recommendation

We are a producer of seal profiles for use in heavy machinery, doors and windows, rail vehicles and shipbuilding.

Preparing a larger business development project, targeted to central European rail vehicle producers (OEM and components) in Germany, Austria Switzerland and Czech Republic we decided to cooperate with Avantgarde GmbH and Mr. Martin Peirl.

The long track record with similar successful projects and sound expertise in industrial B2B business of Mr. Peirl convinced us to work with him.

Avantgarde GmbH first conducted a compact market research for us, compiling a comprehensive list covering relevant players of rail industry of the 4 countries. From these companies he researched the appropriate person(s) likely to make or be involved in buying decisions, these person's functions and personal contact data.

As a next step, Avantgarde GmbH contacted these potential customers on our behalf, presenting our products and our value proposition for them, to generate interest towards V.A.V. Group and initiate discussion with potential new customers. Avantgarde GmbH succeeded to generate already first price inquiries during this state.

Results of this project has been valuable to V.A.V. Group and we have already getting first inquiries and created initial recognition of our company and products in the targeted new market area. With these good initial results, we will continue the cooperation with Avantgarde GmbH and Mr. Peirl to land into market area even wider.

We sincerely recommend Avantgarde GmbH for market entry or business development projects. Due to it's international team with experience in different lines of businesses, the services from Avantgarde may be used in several countries at same quality level.

Helsinki 20.10.2021

A handwritten signature in blue ink that reads 'Pasi Vilén'.

Pasi Vilén
Chairman of the Board
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