

Klantenlijst van Jan Wage

Onderstaand treft u alle bedrijven aan waar ik als verkoopadviseur en -trainer voor heb mogen werken:

A. Investeringsgoederen en machines

| | |
|--|--------|
| Acton, Amersfoort, Automatisering | [NL] |
| ADB,Zaventem, Luchthavenbebakening | [B] |
| Atlas Copco, Aartselaar, Compressoren | [EU] |
| Bühler, Uzwil, Sleutelklare bedrijven | [EU] |
| Caterpillar, Garching, Bouw- & Graafmachines | [D] |
| DAF, Eindhoven, Vrachtwagens | [EU] |
| Daimler Benz, Untertürkheim, Vrachtwagens | [D] |
| Demag, Duisburg & Châlons, Bouwmachines | [D/F] |
| Deutz, Rotterdam, Dieselmotoren | [NL] |
| Digitron, Brügg-Biel, Systeem-Integratie | [EU] |
| Drent, Eerbeek, Drukmachines | [EU] |
| Festo, Esslingen, Houtbewerkingsmachines | [D /A] |
| Fronius,Wels, Lastechniek | [A/D] |
| Holtec,Hellenthal, Houtbewerking | [D] |
| Kärcher,Hoogstraten, Hogedrukreiniging | [B/NL] |
| Krupp, Rheinhausen, Zware machines | [D] |
| Landis & Gyr, Zug, Wien, F'furt, Elektriciteitscentrales | [EU] |
| Landr  & Glinderman,Diemen, Machines | [NL] |
| Leybold-Heraeus, K ln, Laboratoria | [D] |
| Losenhausen, D sseldorf, Trilwalsen | [D] |
| Meko, Assen, Melkmachines | [NL] |
| Miag, Braunschweig, Vorkheftrucks | [D/A] |
| Orenstein & Koppel, Hattingen, Roltrappen | [D] |
| Otis, New York/Paris, Verticaal transport | [EU] |
| Picanol,Ieper, Weefautomaten | [EU] |
| Poclain, Paris, Bouwmachines | [EU] |
| Rapistan-Lande,Veghel, Transportsystemen | [EU] |
| Scania, Diegem, Vrachtwagens | [B] |
| Schott,Mainz, Chemische installaties | [EU] |
| Siemens,Brussel, Productie-Automatisering | [B] |
| Siemens,den Haag, Electrotechniek | [NL] |
| Smit, Alphen a/d R, Scheepsmotoren | [NL] |
| Sodeco, Gen ve, Diverse Automaten | [CH] |
| Steyr-Daimler-Puch, St.Valentin, Landbouwmachines | [A] |
| Sulzer-Escher Wyss, Z rich, Walstechniek | [CH] |
| Toro, Z rich, Sneeuwplougen, Maaimachines | [CH] |
| Volvo BM, Essen, Bouwmachines | [D] |
| v.d.Wiele,Kortrijk, Weefautomaten | [EU] |

B. Gereedschappen en apparaten

| | |
|---|---------|
| Black & Decker,Zaventem, Handgereedschap | [B/NL] |
| Beissbarth, M nchen, Werkplaats-apparaten | [D] |
| Bosch, Stuttgart, Auto-Electronica | [D] |
| Brady, Paris, Zele, Etikettersmachines | [F/BNL] |

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|--|------|
| Bull, Amsterdam, Computers | [NL] |
| Comesa, Wien, Medicinaaltechniek | [A] |
| EMI, Utrecht, ventilatoren | [NL] |
| Gelenkwellengesellschaft, Wien, Cardans | [A] |
| Gevaert-Agfa, Antwerpen, Röntgen-Apparaten | [B] |
| Honeywell, Wenen, Servo-Mechanismen | [A] |
| Meko, Assen, Melkmachines | [NL] |
| Motorola, Diegem, Electronica | [B] |
| Nashua, den Bosch, Kantoormachines | [NL] |
| NCR, Amsterdam, Bureau-Computers | [NL] |
| Océ, Venlo, Copeerapparaten | [NL] |
| Osram, Zaventem, Verlichtingsapparatuur | [B] |
| Pharmador, Innsbruck, Dentaaltechniek | [A] |
| Philips, Utrecht, Las-apparatuur | [NL] |
| Polymed, Glattbrugg, Medische apparatuur | [CH] |
| Siemens-Nixdorf, Zoetermeer, Computers | [NL] |
| Siehl, Waiblingen, Electro-handzagen | [D] |
| Singer, Parijs, Electero-handzagen | [F] |
| Smit, Nijmegen, Las-apparatuur | [NL] |
| Spectramed, Bilthoven, Medicinaaltechniek | [NL] |
| Squibb, Aschheim, Medicinaaltechniek | [EU] |
| Vivadent, Schaan, Dentaaltechniek | [EU] |
| Wang, Paris, Computers, | [F] |

C. Basischemie en aardolie

| | |
|--|------|
| BASF, Ludwigshafen, Basischemie | [EU] |
| Bayer, Leverkusen, Basischemie | [D] |
| Castrol, Hamburg, Smeerolie-producten | [D] |
| DEA, Busum, Aardolie | [D] |
| Degussa, Frankfurt/M., Chemische Producten | [D] |
| Esso, Rotterdam, Aardolie | [NL] |
| Fina, Brussel, Aardolie | [B] |
| Mobil, den Haag, Aardolie & Derivaten | [NL] |
| Shell, den Haag, Aardolie & derivaten | [NL] |
| Wacker, Wormerveer, Basischemie | [NL] |

D. Componenten, grond- en hulpstoffen

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|--|-------|
| Brobaco, Klaaswaal, Bakkerijproducten | [NL] |
| Carl, Bielefeld, Auto-Onderdelen | [D] |
| Condifa, Les Ulis, Bakkerijgrondstoffen | [F] |
| Eltra, Wilrijk, Electrotechniek | [B] |
| Gelma, Bad Godesberg, Electro-componenten | [D] |
| Goodrich, Eschborn, Vrachtwagenbanden | [D] |
| Harting, Bigginhill, Electronische componenten | [GB] |
| ITT-SEL, Nürnberg, Electro-componenten | [D/A] |
| Klippon, Sheerness, Verbindingstechniek | [GB] |
| Loctite, München, Industrielijm | [EU] |
| Naturin, Weinheim, Worst darmen | [D] |

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|---|-------|
| NKF, Delft, Kabels | [NL] |
| Raak, Oberursel, Lichtarchitectuur | [D] |
| Radium, Maastricht, Fietsbanden, Kunstborsten | [NL] |
| Rohm.Korsenbroich, Electronica | [D] |
| SAIA, Murten/Morat, Electro-componenten | [CH] |
| Simac,Veldhoven, High-Tech componenten | [NL] |
| Truckcare, Wijnegem, Vrachtwagen-onderdelen | [EU] |
| Uniroyal, Liège, Autobanden | [B] |
| Vredestein, Parijs // Essen, Autobanden | [D/F] |
| Weidmüller, Detmold, Verbindingstechniek | [EU] |
| Zeelandia,Zierikzee, Bakkerijgrondstoffen | [BNL] |

E. Bouw materiaal en decoratie

| | |
|---|--------|
| Akzo-Nobel, Groot.Ammers, Lakken | [NL] |
| Alsecco, Köln, Corrosiewering | [D] |
| Ameron, Frankfurt, Corrosiewering | [EU] |
| Assmann, Winkelinrichtung, Wien | [A] |
| Bruynzeel, Zaandam, Deuren en Vloeren | [NL] |
| Demka, Utrecht, Edelstaal | [NL] |
| Desso,Hulst & Mönchengladbach, Vloerbedekking | [D/NL] |
| Donar, Hamburg, Deuren | [D] |
| Eriks, Trappes, Hang- en Sluitwerk | [F] |
| Esselink,Middelharnis, Bouwmaterialen | [EU] |
| Eternit, Brussel, Bouwmaterialen | [EU] |
| Expandet, Lochem, Pluggen | [NL/D] |
| Forbo,Krommenie, Vloerbedekking | [NL] |
| Goossens, Zele, Tufted Vloerbedekking | [B] |
| Hamburger, Utrecht, Lood, Zink en ander materiaal | [NL] |
| Hatema, Helmond, Wand- en Bodembekleding | [NL] |
| Hebel, Emmering, Poriënbeton | [D] |
| Höhn Neuss, Kabelsystemen | [D] |
| Imbema,Haarlem, Bouwmaterialen | [NL] |
| Interbéton, Kraainem, Bouwmaterialen | [B] |
| Johnson Wax, Ascot, Reinigingsmiddelen | [EU] |
| Kelmo, Köln, Parketvloeren | [D] |
| Keramchemie, Siershahn, Tegels | [D] |
| KLB, Neuwied, Bims Bouw materiaal | [D] |
| Luxaflex, Rotterdam, Zonnewering | [EU] |
| Mosa, Maastricht, Tegels | [NL] |
| NKF, Delft, Kabels | [NL] |
| Pander, den Haag, Vensters | [NL] |
| Praxis, Diemen, Bouwmarkten | [NL] |
| Rath + Doodeheefver, A'dam, Behangsel papier | [NL] |
| Reca, Brno, Hang- & Sluitwerk | [CZ] |
| Schön, Breda, Raamdecoraties | [NL] |
| Schneider,Winterthur, Isolatiesystemen | [CH] |
| Technische Unie, Amsterdam, Bouwmaterialen | [NL] |
| Teeuwen, Tegelen//Nettetal, Gresbuizen | [D/NL] |

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|--|-------|
| Ubbink, Doesburg, Bouwstoffen | [NL] |
| Weber, Menziken, Artspraktijk-Inrichting | [CH] |
| Wijers, Amsterdam, Woningtextiel | [NL] |
| Wilma, Weert, Betonpalen | [NL] |
| Y-Tong, Brussel, Poriënbeton | [BNL] |

F. Verpakkingstechniek

| | |
|--|--------|
| Avery Etiketten, Bloemendaal, Etiketten | [NL] |
| Cats-Neparofa, Rotterdam, Verpakkingsmateriaal | [NL] |
| Dekker, Amsterdam, Verpakkingsmateriaal | [NL] |
| Dunapack, Budapest, Cartonverpakking | [H] |
| de Hoop, Eerbeek, Karton en Papier | [NL] |
| v.Leer-Keyes, Erckrath, Blikverpakking | [D] |
| Leopack, Franeker, Eierverpakking | [NL/F] |
| Polyfilm, Rorschach, Kunststof-foliën | [CH] |
| Rossmann, Strasbourg, Cartonverpakking | [F] |
| Stäger, Villmergen, Kunststof-foliën | [CH] |

G. Textiel en technisch doek

| | |
|---|------|
| Alsico, Ronse, Bedrijfskleding | [B] |
| Asbestos, Haarlem, Brandweerkleding | [NL] |
| Bendien, Almelo, Bedrijfskleding | [NL] |
| Boekelose, Boekelo, Textielververij | [NL] |
| Bruch+Cie, Neu-Moresnet, Viltdoek | [EU] |
| Ten Cate, Geesteren, Kousen & Ondergoed | [NL] |
| C&A, Amsterdam, Kleding | [NL] |
| Dröge, Tilburg, Wollen Stoffen | [NL] |
| Heimbach, Düren, Viltdoek | [EU] |
| Jansen&Tilanus, Dedemsvaart, Ondergoed | [NL] |
| Menko, Enschedé, Modieuze Textielen | [NL] |
| Munzinger, Olten, Viltdoek | [EU] |
| Nijverdal ten Cate, Almelo, Graslinnens | [NL] |
| Schuttersveld, Enschedé, Poolweefsels | [NL] |
| Sluizer, Amsterdam, Damesconfectie | [NL] |
| Tweka, Geldrop//Wesel, Sportkleding | [D] |
| Union Cotonnière, Gent, Textielen | [B] |
| Verbreyt, St.Niklaas, Breigoederen | [B] |

H. Duurzame gebruiksgoederen

| | |
|---|------|
| Ariës, Aartselaar, Archiveringssystemen | [B] |
| Assmann, Leibniz, Winkelinrichting | [A] |
| Audi/Volkswagen, Amersfoort, Automobielen | [NL] |
| Aukam, Kassel, Speeltuinen | [D] |
| Bast, Erkrath, Bouwondernemingen | [D] |
| BMW, Rijswijk, Automobielen | [NL] |
| Bosch, Giengen, Witgoed | [D] |
| Bruynzeel, Zaandam, Inbouwkeukens | [NL] |
| Cardoen, Antwerpen, Auto-supermarkt | [B] |

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|---|-------|
| Cuenod, Annemasse, Verwarmingstechniek | [F] |
| Domus, Kant- en Klaar Huizen | [D] |
| Friac, Aalst, Diepvrieskisten | [B] |
| Hackmann Fürst, Solingen, Tafelzilver | [D] |
| Hart, Berchem, Horloges & Uurwerken | [B] |
| Honda, Ridderkerk, Automobielen | [NL] |
| IBM, Amsterdam, Tekstverwerkers | [NL] |
| Kirby, Lasne, Stofzuigers e.d. | [B] |
| Leifheit, Koblenz, Huishoud-apparaten | [D] |
| MAT-Klößner, Brussel, Verwarmingsketels | [B] |
| Mercedes Benz, Utrecht, Automobielen | [NL] |
| Miele, Vianen, Inbouwkeukens | [NL] |
| Neubert, Würzburg, Woninginrichting | [D] |
| Pelgrim, Gaanderen, Kook-Apparaten | [NL] |
| Peugeot, Amersfoort, Automobielen | [NL] |
| Pohlschröder, Dortmund, Staalmeubelen | [F/D] |
| Pontiac, Kamlthout, Horloges | [B] |
| Poppeliers, Oosterhout, Meubelen | [NL] |
| Recticel, Hulshout, Matrassen | [B] |
| Renault, Amsterdam, Automobielen | [NL] |
| Spitzer-JVC, Oberwil, HiFi & TV (F+D) | [CH] |
| Staalinterieur, Eindhoven, Meubelen | [NL] |
| Tomado, Dordrecht, Huishoudelijke artikelen | [NL] |
| Wolf, Frankfurt/M, Tuingereedschappen | [D] |

I. Financiële diensten

| | |
|---|-------|
| Alg.Friese / Gr-NH, den Haag, Verzekeringen | [NL] |
| AMEV, Utrecht, Verzekeringen | [NL] |
| Argenta, München, Beleggingen | [D] |
| ASLK,, Brussel, Verzekeringen | [B] |
| Assubel, Brussel, Verzekeringen | [B] |
| Banc Agricol, Andorra, Bankwezen | [AND] |
| Crediet+Effectenbank, Utrecht, Bankdiensten | [NL] |
| Credietverzekering-Mij, A'dam, Credietverzekering | [NL] |
| Delta Lloyd, Amsterdam, Financieringen | [NL] |
| EDG, Hannover, Electro-Garantieverzekering | [D] |
| Gezinszekerheid, Brussel, Verzekeringen | [B] |
| v.Lanschot, Den Bosch, Bankwezen | [NL] |
| Levob, Amersfoort, Verzekeringen | [NL] |
| Nationale Invest.Bank. Den Haag, Financieringen | [NL] |
| Nationale Nederlanden, den Haag, Verzekeringen | [NL] |
| NN-Hongarije, Budapest, Verzekeringen | [H] |
| Novinform, Zürich/Genève, Informatiediensten | [CH] |
| Olveh, den Haag, Verzekeringen | [NL] |
| Optima, Gent, Vermogensbeheer | [B] |
| Royale Belge, Brussel, Verzekeringen | [B] |
| Royal Leven, Utrecht, Verzekeringen | [NL] |
| Westland-Utrecht, Amsterdam, Hypotheken | [NL] |

J. Overige dienstverlening

| | |
|---|-------|
| A&E Security, Brugge, Beveiligingsdiensten | [B] |
| Asito, Almelo, Gebouwenreiniging | [NL] |
| BAC Color, Steenberg, Photofinishing | [BNL] |
| BSK, Duisburg, Tijdelijke werkkrachten | [D] |
| Cemsto, Rotterdam, Chemische Reiniging | [NL] |
| Circular-Distributor, Parijs, Publiciteit | [F] |
| v.Gend & Loos, Utrecht, Goederenvervoer | [NL] |
| Gerlach, Wuppertal, Transport | [D] |
| Grünhut, Rotterdam, Scheepsbevrachting | [NL] |
| Jaarbeurs, Utrecht, Tentoonstellingswezen | [NL] |
| Kerk & Wereld, Driebergen, Zielszorgen | [NL] |
| KLM, Schiphol, Vrachtvervoer, | [NL] |
| Ned.Mij v.Tandheelk., Utrecht,Tandartsen | [NL] |
| NWG, Duisburg & Dresden, Reiniging | [D] |
| PTT-Telecom, den Haag, Telecommunicatie | [NL] |
| Railgourmet, Zürich, Catering | [EU] |
| SBB-CFF, Bern, Railvervoer | [CH] |
| Soc.Werkplaatsen, Leiderdorp, Uitbesteding | [NL] |
| Sowana, Linz, Milieuvriendelijke reinigingstechniek | [A] |
| Stork, Geleen, Schoonmaakdiensgen | [NL] |
| TIP, Amstelveen, Oplegger-leasing | [EU] |
| Transport Union, München, Wegvervoer | [D] |
| UWG,Berlin,Milieu-Onderzoek | [D] |
| Vecom, Maassluis, Scheepsreiniging | [NL] |

K. Gezondheid en schoonheid

| | |
|--|--------|
| Arden (Elisabeth), den Haag, Cosmetics | [NL] |
| Astra, Rijswijk, Pharmaceutica | [NL] |
| Beiersdorf, Amsterdam, Volksgeneesmiddelen | [NL] |
| Comesa, Wien, Medicinaaltechniek | [A] |
| CPI, Heerlen, Hartstimulatoren | [D] |
| Eurikosd, Gent, Kappersbenodigdheden | [B] |
| Kabivitrüm, Ukkel, Parenterale voeding | [B] |
| Leo, Kopenhagen, Pharmaceutica | [DK] |
| L'Oréal, Wien, den Haag, Cosmetics | [A/NL] |
| Merz, Frankfurt, Pharmaceutica | [D] |
| Nourypharma, Deventer, Pharmaceutica | [NL] |
| Pfizer, Brussel, Veterinaire pharmaceutica | [B/NL] |
| Pharmador, Innsbruck, Dentaaltechniek | [A] |
| v.Speybroeck, Gent, Zonbanken | [B] |
| Vivadent, Schaan (FL), Dentaaltechniek | [EU] |
| Winthrop, Parijs, Pharmaceutica | [F] |

L. Uitgeverijen en drukkerijen

| | |
|---|--------|
| Arbeiderspersd, Amsterdam, Dagbladen | [NL] |
| BMC, Mönchengladbach, Muziekbrengers | [D] |
| Boss & C°, Schönbühl, Prentbriefkaarten | [CH/D] |

DGG.Polydor, Hamburg, Muziekbrengers [D]
Elsevier, Amsterdam/Brussel, Encyclopedieën [BNL]
Misset, Doetinchem, Vaktijdschriften [NL]
Ueberreuter, Wien, Boeken [A]
VNU, Haarlem, Tijdschriften [NL]

M. Voeding en diervoeding

Altendorfer, Zürisch, Platenzaden [CH]
Amstel, Amsterdam, Bier [NL]
Attema, Amsterdam, Lucifers [NL]
AVEBE, Leuven, Veevoerders [B]
v.d.Biggelaar, Roosendaal, Koffie [NL]
Brand, Valkenburg, Bier [NL]
Duyvis, Koog a/d Zaan, Slasausen [NL]
Erdal, Mainz, Tandpasta & Schoensmeer [D]
Hero, Breda, Blikgroenten- en Fruit [NL]
Kantor, Wien, Luxe Geschenken [A]
Laga-Houtekier, Roeselare, Veevoerders [B]
De Leeuw, Gulpen, Bier [NL]
London Rubber, Mönchengladbach, Preservatieven [D]
Maggi-Nestlé, Amsterdam, Soep in Zilverzakjes [NL]
Pelikan, Wommelgem, Kantoorbehoeften [B]
Philip Morris, Amstelveen, Algemene Levensmiddelen [NL]
Vöslauer, BadVöslau, Mineraalwater e.d. [A]
UT-Delfia, Delft, Veevoerders [NL]
Willem II, Valkenswaard, Sigaren [NL]

N. Organisaties

ABU, Bond Uitzendbureaus, Amsterdam [NL]
CUR, Gouda, Bouwindustrie [NL]
FH (Assoc. Helvét.), Horlogefabrikanten [CH]
Jaarbeurs. Utrecht, Tentoonstellingen [NL]
KvK Zeeland, Regionale bedrijven [NL]
Nevec, Amsterdam, Confectie-industrie [NL]
OECD, Paris, Marktstudies [EU]
Österr. Buchhandlungen, Wien, Boekhandel [A]
Rijks-Inkoop Bureau, Zwolle [NL]
SIMA, London, Wetenschappelijke Instrumenten [GB]
VGB, Bloemen-groothandelaren, Aalsmeer [NL/D]
VNI, Nederlandse Installateurs, Zoetermeer [NL]

O. Onderwijs

De Baak, Noordwijk [NL]
Business College, Tatabanya [H]
Centre.Romand.Prom.Management. , Lausanne [CH]
Comité v.d. Distributie, Brussel [B]
COP, den Haag [NL]
CTFC, Parijs, Vakbond [F]

DIB, Frankfurt [D]
DVS, München, [D]
Erasmus Universiteit, Rotterdam [NL]
Euroforum, Eindhoven, NL,B, D, F, E [EU]
GfP, Zürich, [CH]
Handelshogeschool, Antwerpen [B]
Hungarian Marketing Association, Budapest [H]
St.Ignatius-Hogeschool, Antwerpen [B]
Irish Institute of Management, Dublin [EI]
Kluwer Studiecentrum, Maarsse [NL]
Kluwer Opleidingen, Mechelen, [B]
KMO Vorming, Leuven & Kortrijk [B]
N.C.D., Amsterdam [NL]
Nijenrode, Breukelen [NL]
ÖPWZ, Wien [A]
der Organisator, Zürich [CH]
Productiviteitscentra, Antwerpen & Kortrijk [B]
Sales Force, Brussel [B]
Université de Genève [CH]
Vlerick Management School, Gent & Leuven [B]