



**WE INVITE AGENTS TO COLLABORATE WITH US IN
THE MARKETS OF CHILE AND LATIN AMERICA.
BECOME OUR PARTNER, WELCOME!**





Dear colleague and partner,

Thank you very much for your interest to our proposal. I believe, that we can do very good and profitable business together.

Our company **Inversiones Maquinaria Forestal Europea SpA**, registered in Chile and successfully making business since 2015, is looking for agents being familiar with European industries and able to attract European manufacturers of industrial equipment and machines who might be interested in entrance in the markets of Chile and of other countries of Latin America with their products.

For now we would be very glad to see you as our good permanent partner in your country and in Europe as entire. Actually for today we are seeking active and self-content well-motivated people who want to earn good money and to work independently. And we guess that our proposal might be interesting for you in this sense of collaboration in mutually profitable basis.

1. **What do we offer?** We have elaborated the new type of **case-projects** that we use successfully for entrance of European manufacturing companies in the market of Chile and also in the markets of other countries of Latin America. Those projects are short, simple and very money-saving but also those are very effective and those guarantee beginning of sales of products starting from the first months of making business in the markets. We use those technologies for about five years already.

Dependent on the certain product, the period of time for a project performance takes from 2 to 4 month only with a guarantee of success.

2. **What are the “case-projects”?** Why do we call our job as the “case-projects”? On one hand, that’s because those projects are somewhat as a completed final products which might be sold to customers - like a product packed in a case or a box. On the other hand, those are somewhat as case-study projects - a tailored process in which we use all our experience, our skills, our knowledge of markets, and our technologies - and all these produce effectiveness and excellent results. So, those are somewhat as a case-tailored thing in a case - that’s why we called those “case-projects” so. Briefly to say, that is universal tool for making unique works. And this tool might be sold in the market as a high quality service for fixed low price.
Why do we do this in such a manner? Because we are not a marketing or consulting



company as such, and contrary we are a team of professionals as in industry so in international trade, so we do practical things and offer practical and effective solutions. And further we provide our support and assistance in all the stages of business development.

3. **In which areas and industries we perform the projects?** Actually, we work in/with several industrial sectors/niches in Chile and Latin America. Those are as follows:
- forest harvesting and timber processing industry;
 - agricultural industry;
 - general machine manufacturing and metal processing;
 - means of industrial safety;
 - hand tools;
 - power energetics:
 - ecology;
 - mines;
 - renewable energy.

Practically, we can work in other industries too as we are able to engage specialized professionals.

4. **Why do our projects offered are of the type of “case-projects”?** That’s because of the several reasons, as follows:
- for the purposes of performance of those projects we use our own approved technologies. At that, each project is of absolutely tailor-made nature, but at the same time all those are accomplished using of the same technologies and methods applicable to realities of local business environment;
 - all the projects have the same of price of services per month;
 - all the project have the same level of operation costs per month;
 - all the project are performed in the same limited period of time (2-6 months);
 - all the projects give sustainable results of high practical value for the customers.

5. **Why do our case-projects have low price?** As we already said before our case-projects are universal tool that might be sold in the market as a high quality service for fixed low price though the output of each project performance is of very high value.

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solutions. And further we provide our support and assistance in all the stages of business development.

6. **Why do we search for agents in Europe?** We've elaborated our sustainable technology of the projects performance as a piece of art and know-how. And we already have tested it for a lot of times with very positive and reliable result. So for now we are ready to grow up ourselves and to increase significantly the amount of our work and services provision - simply to say, now we are ready to increase the sales.

Moreover, all our work is intended especially to promotion of European manufacturers first of all. At that, all the projects being final products might be sold as such a final product in the broad market. And for now we are searching for agents who will sell our case-products on permanent basis in Europe, in the country of their residence.

7. **In which countries do we seek agents now?** Actually, we are able to work with any persons in any country - here is no limitations as for us so for you as applicants. But first and foremost of all we seek agents in Estonia, Lithuania, Poland, Czech Republic, Germany, Norway, Sweden, Slovenia, Slovakia, Austria, Finland, The Netherlands, France, Belgium, Hungary. Why do we list first of all those 15 countries? Because, having a large experience of interaction with European industry and manufacturers we came to t an opinion that business people in these countries have better positive potential for searching of development in new markets. But I should repeat, that we do not make any limits and restrictions, even if you are residing outside Europe - welcome to our team!
8. **Whom do we seek for?** For now we are seeking and attracting agents to sell our case projects. At that, we can offer our projects for new agents in the countries for sale. We fix the price per month, and we allow our agents to sell those case-projects on the price level to their own discretion without any limitation and with any add-value. At that, we do not offer our agents to buy our projects first. You need only to sell those, and the only investments from your side are your time, your experience, your energy, your awareness of the industry, etc., and your good will to work and to earn money. Nothing more.
9. **Why do we need your help? And why we are ready to share our incomes with you?** The answer is much more than simple: because we are in America and you



are in Europe, and you can be our agent there. And also because we need an agents in Europe who will represent us before new customers and who will promote our services in Europe. It's a partnership in which each of partners do their work - we in Latin America and you in Europe. At that, each party earn its remuneration, moral satisfaction, and growth of self-esteem in the process.

10. **Who might become an agent?** Actually any person - as physical person, any woman or man, or any legal entity. For us your actual legal status is not so important, as really important thing is your good will to gain money, nothing more. Also it's rather important if you have enough of knowledge and good business environment in the industries enumerated above in the point 3, i.e., in the industries where we are working in Chile and in Latin America. Simply to say, it's very important if you can come to manufacturing companies, factories and plants in your country and to represent us an our services. That is the most crucial thing. Also it's very important if you can speak English, as we communicate in English.
11. **How does it work?** First of all we need to make a contact with you. To do so, you should send us a letter with your very short CV and contact information, pointing out the country were you reside. After that, we confirm our agreement to work together with you to your e-mail.
Also at the second, you should to specify the industries in which you are able to work and to represent us and our services in your country.
Having your considerations about the actual industries, we will send to you the estimation of time necessary for proceeding of projects for the industries named by you. Also we will provide you with estimation of the total cost of each case-project (our services and direct costs of representation).
Having our estimation, you can add to those your interest (money that you want to gain and those which are reasonable to your mind for this named industry in your country/locality). Here we should note very important thing: **We do not mind of any your interest that you add to our price of the project.** You can make your add-value, i.e. margin, at your own discretion. The only important thing for us is to get new customers - as more the better.
At that, here are two options, as follows:
 - a) in the case where you are a **legal entity**, when you found the customer, you can invoice them the project from your side, and in our turn we will invoice the price of the project to you. When the payment from your side arrive to our account we start



the project - in this case you will be our customer, if you don't mind.

b) in the case where you are a **private person**, you should only inform us about the price agreed by you with future customer, and about its banking details. At that, we will issue the invoice directly to your contact (*with a copy for you), and after payment proceeding and money arrived to our banking account, we will transfer your interest to you using mutually agreed payment method (on net basis). In this case for avoidance of any doubts we can make a written agreement with you and confirm it by notary. But actually, we used to issue partial invoices each month, so you are guaranteed to have regular payments from our side.

Also in any case, we will need the information about the final customer and their products, technical and advertising information, price-lists for the products, etc.

After that we shake hands and start to work immediately. And you will earn your interest from any and all payments made by the end-customer in the course of the project.

We will be glad to find our good permanent partner in your person! Welcome!

Here below, I tell a bit about us, about me, and about our business.



1. Who am I? My name is Alexander L. Elin, I'm a dipl. engineer (in the field of mechanics and power energy) and a professional in the field of international business and sales with more than 30 years of experience in various industries worldwide, including forest industry, agriculture, power energy, ecology, general machinery engineering, etc.. My professional background includes leading positions in a number of large companies in several countries, such as Finland, Sweden, Russia, Cyprus, etc..

My work is connected to sales of machinery and equipment and also to export and import operations. I speak English, Spanish, Russian. Last 5 years I live with my family and make my business in Chile. If necessary, I can provide you with some references to people in Europe who know me rather well.



2. What is my company? My company Inversiones Maquinaria Forestal Europea SpA (Taxpayer's number (RUT) 76.517.595-k) is a small private company - my own one. At that, doing my business I offer my services either as a company so as private person, because our legislation makes no difference here in view of taxation. It's dependent on the preferences of my customers and partners only. The company was registered under the laws of Chile in 2015. We have a small team and we also use freelance services and we engage skilled professionals where it's necessary. Also we do work together with our partners here in provision services of high quality technical maintenance of equipment, assemblage, storage, etc..

3. Which services we are able to render in Chile? We are neither dealers nor distributors of any projects ourselves as we have no enough funding and facilities to do so. Moreover, distribution and dealership are not in the focus of our business as such. But we render professionally the services of support of entrance of manufacturing companies in the markets with further support of their business.

During the years of working in Chile we've succeed to create very good business environment. Simply to say, people dealing in various business fields know us well.

Also we enjoy with good support of the professional associations in industries. As all the projects are different so our solutions are always individual and tailor-made. But I should say that in every and all the cases we provide support of our partners' business in any and all stages.

In content of projects we offer the following services that we consider important especially in the start-up stage:

- business representation, advertising, and promoting;
- tailored search for business contacts and business opportunities in Chile and all over Latin America;
- product case-studies (intended to elaborate the best strategy);
- assistance in establishing direct business relations with dealers (including creation and control over your dealers' network);
- import operations, handling, transportation and storage of goods;



- control and supervision of dealers' activities, business audition, and further development;
- all legal, accounting, consulting and language support (including translations that meet language requirements and traditions of local markets in the Latin America)
- support in creation and registration of a representative office/subsidiary company in the Latin American markets.

4. Why Chile? Chile is very highly developed industrial agricultural country demonstrating very good and sustainable demand in the most the markets. Also Chile has very different nature dependent of the regions - from very dry and hot desserts in the North to forest lands, snow valleys and mountains in the South. Far to South - colder and colder till permafrost zones, as Chile is very long country, it makes about 4500 km in meridional direction. So the variety of conditions substantiate variety of industries and applications. Also the reason to start in Chile is based on the fact that our country tends to share European values and ways of making business, including absolute transparency and corruption-free business environment, with no shadow schemes, and with the lowest level of crimes in the Latin America. Moreover, governmental policies designed to attract foreign businesses to the country work really and allow foreign manufacturers to enjoy a sustainable growth right from the beginning.

5. How can we help and contribute in sustainable entrance of European manufacturing company with their products in the market? Speaking in other words, how does such a project work?

We search for manufacturing company as large end customers in the industry in Chile so we search reliable and well-established dealers in regions who will sell the products and who will represent the brand in our country.

Normally such a project might take a few months and the project always give successful practical results. In general, we should make contacting and meetings in 11 regions of Chile. In some projects dependent on the actual products, the list and period of the project fulfillment might be shorter. So, going from the North to the South the regions are:

Region IV of Coquimbo;

Region V of Valparaiso;



Region RM of Metropolitana;
Region VI of Libertador General Bernardo O'Higgins;
Region VII of Maule;
Region VIII of Bio-Bio
Region IX of Araucania
Region XVI of Ñuble
Region XIV - of Los Rios
Region X of Los Lagos
Region XI of **Aysén** del General Carlos Ibáñez del Campo



6. What do you have in this project fulfillment in view of your entrance in the market? The practical results are the following:

- massive direct end-customers for you product, who will buy in permanent manner;
- reliable and well-established dealers/distributors of your products in the country;
- first confirmed purchase orders for your products delivery.

7. What we need for performance of this project? Besides the consent for performance of this project from the end customer's side, it would be very good to have all available information about the products, technical data, specifications, price-lists. Better way to have this information in Spanish, in the case where Spanish versions are not available, we can help with high quality translation. But for primary project English versions are enough.

Also we prefer to invite you and our end-customers to visit Chile during this primary project performance and to see the results of our work with their own eyes and also to sign contracts with dialers directly, if any. Of course, we are ready to care about this visit to our country and we will assist.

8. What 's about the financial support of the project and its mode? As I've told before, we are neither marketing company nor distributors and dealers, also we are not able to invest in this project any money - but only our job, skills, and experience.



As for the payment conditions those projects are very cheap as we perform those in very money-saving manner, as we charge only remuneration of our people's work and direct costs of the project performance. Moreover, if end-customers are not satisfied either with the current results or with the market situation or with our job, they are free to terminate the project in any time at their discretion without any obligations further. But it never happened in our practice as all our customers felt themselves satisfied with the results. During the project performance we provide our customers with all the information collected by us in absolutely transparent manner. Moreover, you and them are able to control the course of the project performance and can see all our steps and actions, and to get all the information.

9. What are the amounts of financial support in the first period? Actually, our services cost in this project makes the following:

- **Price of services** of **EUR 2.600** per month in the following manner: 50% in advance and 50% in the end of each month of work after submission of interim report for each month. At that any and all the risks are minimized as far as it practically available.

- **Costs of traveling** of **EUR 1.500** per month, or about EUR 500 per week, as normally, in the project we make 3 travels to regions for meetings and representation in one month (each travel makes 4-5 waking days, the costs include traveling, accommodation, allowance representation, so on - we submit here all the documents of costs incurred as far as those available). This amount is subject for recalculation according to the actual costs and expenses incurred. Normally, the actual amount of each travel is less. The difference is to be accounted in the next period invoice. We provide all the documents of payments as far as it is practically available.

10. How does payment are to be settled? Any and all the payments are to be transferred to the banking account of my company in accordance with official invoices (without VAT). Also we could consider other ways and means of payment being more convenient for your party, if any.

11) What are yours and ours interests in this business further? It's a question of our further "bread & butter", let say, in all this job. Yes, we would be very glad to make permanent cooperation. And I see my company's role in this business the following:



- we do our job and we get compensation for it - this is our business, at first;
- we offer you to follow on with next projects in other countries of Latin America in view of further development of your business;
- we offer you further support of your business operations and supervision over this business (including distributors' activities) - simply to say, we might be the end-customer's "hands and eyes" here. And I should say that it's proper way of making things.

And in compensation of this our support we would like to have some small interest from future the sales. This amount might make about 3-5% of actual sales made. But we ask about it only in the situations where end-customer needs our support further. So let us agree those matters additionally together when some practical results achieved. We should agree this so that all the parties would be well satisfied.

And also I should mention that in our practice we avoid any conflicts of interests, I mean that we never represent similar products at once, moreover we never represent in the market some similar products that we already represented at least five years before. If necessary, we are ready to fill and sign all necessary papers and obligations.

Please, feel free and do not hesitate to ask any questions. I would be glad to comment on any issue.

With best regards,

Alexander L. Elin, dipl. engineer

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