



WALTER

Global Community News



“Sharing the Collective Experience”

March 2002

Ref: 2031CA

EXCEL-ing in Montréal



Walter’s Montreal Sales Team has been elected #1 Vendor for 2001 and Daniel Payant #1 Representative by EXCEL Distribution . We increased our sales by 100% for 2001 and we certainly contributed to their success by helping them to work better.

EXCEL is well known as a solutions provider for Industrial needs; amongst their Top Customers: Bombardier; Nova Fabtech; IBM Bromont; Johnson&Johnson. Their reputation and leadership are WELL established and recognized.

Just as in Formula One racing, the Rep. Award is not automatic with the Vendor's Award and in Excel's history (3 years) it's the first time that both Awards go under the same "Roof".

*Jean-Marie Maayoufi
Walter Montréal*