



# WALTER

## Global Community News



*“Sharing the Collective Experience”*

December 2001

Ref: 0112CA



### **One more first for Walter!**

*Once again, Walter takes a giant leap forward. This time, Walter is making a large commitment to increase local support for our customers by establishing a new Chemical Tools production facility and Customer Applications Lab in Montreal, Quebec. As of January 2002, production of many of our Cleaners destined for North American Walter customers (US, Canada and Mexico) will be initiated and completed in Canada. The highlights of the project are:*



- *The new chemical plant is located in a separate building 10 minutes from Walter’s Canadian headquarters in Montreal.*
- *The purpose of the new plant is to provide greater customer support by producing our Chemical Tools locally under the Walter brand and offering access to a modern, well equipped laboratory to test customer samples or competitive products to solve specific customer application needs.*
- *As a first phase, we will concentrate on making “water based” products currently in our line. (Production will later be expanded to include other Chemical Tools as well.)*
- *The plant will stock all raw materials and packaging necessary to make these products and will ship directly to the Walter customers in Montreal, the U.S. and Mexico.*

*At this stage, we are on schedule for testing the production of these products as of mid December and expect to be in full production early in the New Year.*

*To be clear, we did not develop this plant to reduce our cost of the product. Rather, the Canadian manufacturing plant is designed to provide Walter organizations in North America with a “competitive advantage” logistically and from a customer service perspective, to allow us to increase our business of Chemical products.*



**Michel Durocher**

*Our new Chemicals Division Manager would be happy to answer any questions. Michel Durocher has extensive experience in working with chemicals and as a matter of fact has worked with water based Cleaners for a few years. He can be reached at:*

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*We look forward to servicing the needs of the North American markets.*

**Michel Durocher & Berny Amiel  
J. Walter Company Ltd. (Canada)**