



# WALTER

## Global Community News



*“Sharing the Collective Experience”*

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### ***Recognition from the Big Guys***

*The biggest industrial distributor in Brazil is Ferramentas Gerais, (<http://www.fg.com.br>), who is to Brazil what Grainger is to Canada and the USA. This is one of the most difficult accounts to get in to, as every manufacturer, regardless of their size, wants to be there. Their main warehouse is in the state of Rio Grande do Sul and they also have two branches in Paraná and Santa Catarina. A state-of-the-art distribution center was recently built near the industrial pole of Gravataí in Rio Grande do Sul.*

*We started with Ferramentas Gerais almost a year and a half ago. From being just, “another kid in the block”, we are now recognised as a truly viable partner, as we are developing several new accounts for them and our line provides them with one of their best return on investment.*

*Jorge Farsky*

*J. WALTER Ltda - Sao Paulo, Brazil*



If you have an experience that you wish to share with the Walter Global Community, please submit your comments at any time to [csiregar@walter-net.com](mailto:csiregar@walter-net.com).