

Put Down That Newspaper!

BY JEREMY DE BRABANT



Lately, whichever newspaper you read, whatever you listen to on the radio or see on TV, it takes some work to find someone saying something positive about the economy. But don't be mistaken; life has not stopped.

Consumers are still going to the mall, offices are still being built and maintained, manufacturers are still investing in new production lines.

There has actually been some fantastic news here and there with big projects that have the power to deeply transform local economies. Surely the economic trends have slowed a little overall, but we still have a massive and lively economic environment, in every state.

In a context of slowing trends, you could see two types of reaction; ducking in or looking out.

We have opted for the second. Even if our market were to shrink a little, there is still a world of opportunities ready to be caught if we look out for them.

The same applies to our customers.

Opportunities Abound!

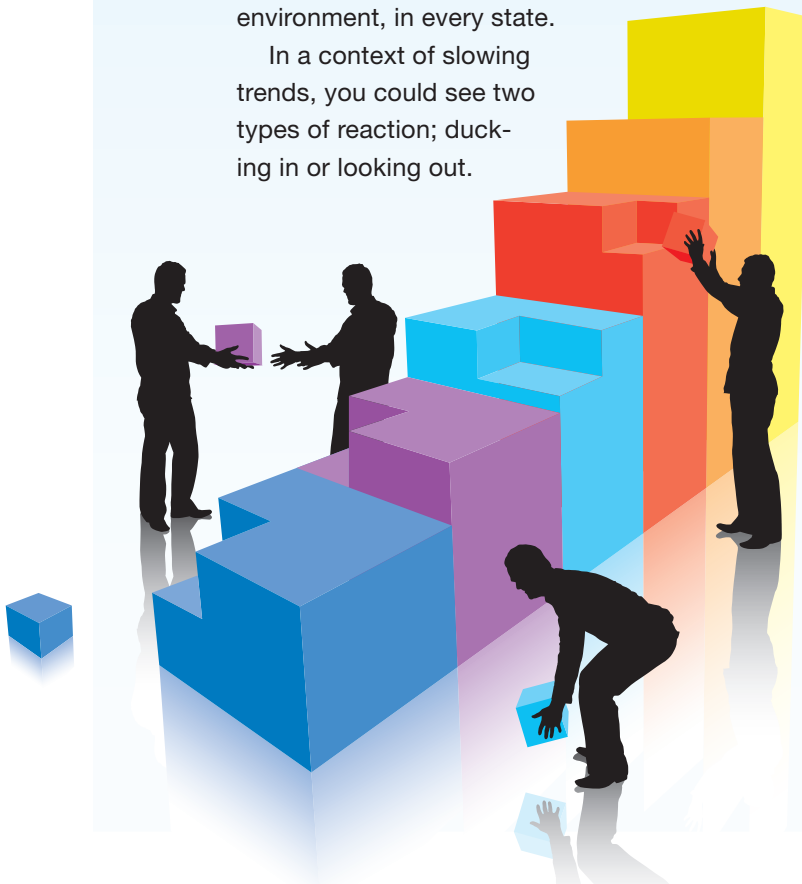
Going around visiting clients, talking to manufacturers and agents, it is amazing to see and hear about hundreds of businesses that focus only on opportunities for growth. Investments in education, healthcare and hospitality, large industrial investment projects, office and mall renovations, solutions for energy savings, alternate energy supplies...

The list of opportunities is massive... and endless.

So let's drop the newspapers and stick to what it means to succeed:

- Provide the best local service to our existing customers
- Offer more products and services to make your job easier and more profitable
- Welcome new customer opportunities and open new markets
- Focus on helping you to grow your business

Together, and with a renewed energy, we can and will continue to grow our businesses. Your success remains the center of our daily attentions. ⚡



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