



Close

→ VP. of U.S. Sales

**From:** Zugschwert, John [SMTP:john.zugschwert@thomson.com]  
**To:** Recher, Stuart (Dialog US); Carson, Ashmead (Courtenay) (Dialog US); 'Kevin.Lowden@dialog.com'; Lombardo Jr, Vincent (Dialog US); Gonzalez, Eduardo (Dialog US); Efrach, Morry (Dialog US); Whitehead, Michelle (Dialog US)  
**Cc:** Zugschwert, John; Colantino, James (TLR Corp)  
**Subject:** Re: Vince snags Alcan  
**Sent:** 10/12/2004 1:28 PM **Importance:** Normal

Vince,

Great work getting the Alcan deal in using the pricing to your advantage.

Keep up the great work,

John

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 Sent from my BlackBerry Wireless Handheld (www.BlackBerry.net)

-----Original Message-----

**From:** Recher, Stuart <Stuart.Recher@thomson.com>  
**To:** Carson, Courtenay <Courtenay.Carson@thomson.com>; Lowden, Kevin <Kevin.Lowden@dialog.com>; Lombardo, Vincent <Vincent.Lombardo@thomson.com>; Gonzalez, Eduardo <Eduardo.Gonzalez@thomson.com>; Efrach, Morry <Morry.Efrach@thomson.com>; Whitehead, Michelle <Michelle.Whitehead@thomson.com>

**CC:** Zugschwert, John (Dialog US) <John.Zugschwert@thomson.com>

**Sent:** Tue Oct 12 09:31:55 2004

**Subject:** Vince snags Alcan

Vince has just closed Alcan Rolled Products on an \$18k DNE deal for a single user in the corp comms department! The company is currently in the process of being spun off from the Canadian parent, and was not looking to do a deal until Q1 '05 as they're currently too busy with the M&A activity to take on a new tool. Vince used Dialog's Q4 price changes as a mechanism to accelerate the deal (he convinced the client to sign now and lock their rate for the new year).

Nice work, Vince. This puts you in a great position to exceed your number in Q4.

Stuart

