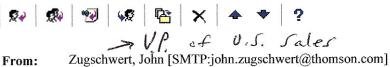
Re: Vince snags Alcan



Close

From:

Recher, Stuart (Dialog US); Carson, Ashmead (Courtenay) (Dialog US); 'Kevin.Lowden@dialog.com';

To:

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

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 is 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

