

o mstpierre@mspal.com

O 450 689 9851





hum OCUS

ADDRESSING THE NEEDS OF ANALYTICAL, ASTUTE AND COMPREHENSIVE MARKETING STRATEGIES.

MSPal offers integrated marketing solutions for the aluminum industry focused on the need for more effective marketing. This emphasizes the prominent role of MSPal in developing profitable new markets while planting the seeds for sustained growth.

Integrated marketing solutions

for the aluminium industry

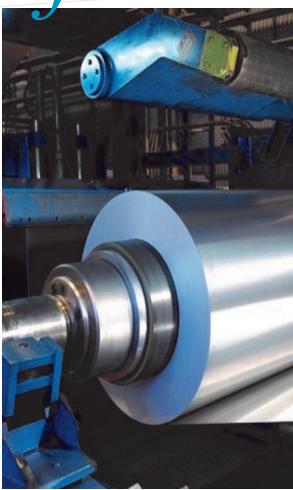
With more than twenty five years of experience in international sales; Development of analytical, astute comprehensive and marketing strategies for Multi-product, Multiplant Sales and Marketing organizations, MSPal has the proven ability to successfully analyze an organization's critical business requirements. MSPal brings solid financial and business strength to develop innovative and cost-efficient solutions for enhancing competitiveness and increasing revenues. Expertise

in negotiation of large dollar contracts with industrial companies around the world.

MSPal's business model is commission based which promotes direct vendor / customer relationships.

This makes MSPal's valueproposition a win-win for market participants looking to build preferred business relationships.

MSPal offers global reach through a network of business professionals which can also provide reliable and timely market intelligence.









As a career sales executive whose role consists in developing and executing product focused sales plan, major deliverables include: Margin optimization, working capital and equipment capacity utilization. Superior performance is achieved through exceptional customer relationships. A high degree of customer retention brings continued growth. Harvesting new accounts on an ongoing basis is

Getting the most from our global network

Global reach is key to optimal market penetration and profitable growth in all phases of the business cycle.

part of a strategic business development process and price discovery needs. This helps producers with-

growth. With an eye to volatile

world markets, implementing

risk management programs to

stabilize revenues, protect mar-

gins and remain price neutral is

stand competi-Superior performance tors through and recurring margin business cycles increases is what MSPal and meet new customers have come to and unforeseen challenges to

keep companies

on a path of

sustainable

MICHEL ST-PIERRE PRESIDENT-MSPAL INC.

expect.

imperative. Experience has demonstrated that disciplined execution leads to robust profit

margins. This emphasizes the prominent role of MSPal in developing profitable new markets while avoiding adverse price movements. MSPal offers marketing solutions for the aluminum

industry focused on the need for more effective programs. Ultimately, there is no substitute for market knowledge in a global market place.

Past and current companies represented by MSPal include:

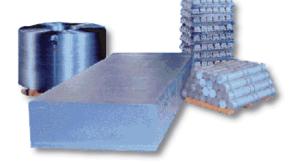
Bombardier Aerospace—Montréal Hatch—Montréal Groupe SGF—Montréal Marubeni America Corporation—New York Pechiney Rhenalu—France Assan Aluminium—Turkey Xiashun Foil—China

India Foils—India Bohai Aluminium—China Rusal Foil—Russia Trans Gulf Aluminium—UAE Metal Link Inc.—South Korea Leader UC—Malaysia Coreal—Turkey



Agent & Consultant

1158 rue Patrick Laval, QC H7Y 2C4 CANADA



Scan to visit our Website:

http://www.mspal.com



Since 1998 MSPal has represented as agent or sub-agent producers from many geographical and

