

Meet your front-line MTCML Official Supplier reps

In the next few issues of *The Leader* we will be introducing readers to the representatives of the MTCML supplier companies that supply goods and services to Manitoba municipalities. These are those hardy individuals who travel our great province or operate their firm's order desk to ensure municipalities have what they need to conduct their day-to-day business serving Manitobans.



Norm Dalman – Shippam & Associates

Account Manager Norm Dalman has been with Shippam & Associates for 23 years. The company markets promotional products and recognition programs to corporate accounts, private business, government departments as well as municipalities.

Over the years, Norm has enjoyed meeting municipal representatives from all regions of Manitoba. He says he is excited about the upcoming Convention Display where he will have the opportunity to make new contacts and renew old friendships while displaying the latest products from Shippam & Associates.

Norm encourages his municipal clients to visit the company's large showroom at #2-1377 Border Street the next time they're in Winnipeg to check out the latest promotional items and fashions. Customers can also browse at Shippam's website: www.shippam.com.

Norm and his wife Patricia, a high-school teacher, have two daughters and two grandchildren. When he isn't working, Norm enjoys spending time with his family, traveling and partaking in various recreational activities.



Henry Sylvia – Grand & Toy

Henry Sylvia helps empower, inspire and offer solution options to the greatest resource of Canadian businesses and organizations – their talented and imaginative workforces. Henry is more than a salesman – he is a business partner who brings true value to his customers.

Henry enjoys working with his friendly municipal clients and is in regular contact with them as he helps them meet their office supply challenges. This includes providing normal day-to-day supplies like paper and pens, as well as ink and toner, computers, and furniture. A focus for Grand & Toy in the upcoming year is to combine customer spending in all office supply areas into one so clients see even more group purchase savings.

Grand & Toy offers such a large product segment that Henry says, "It seems like our market segment changes with the seasons. There is always a new product or procedure that promises to make a company better. Working for Grand & Toy gives me the product and program selection municipalities require and allows me to be the person that my customers come to with questions."

Away from work, Henry and wife Deborah are kept busy with their two daughters Aaliya (7) and Jaeda (4). For the last four years, Henry has also been very active with the Manitoba Dragon Boat Festival and for the past eight years, he has captained the Grand & Toy Paper Dragons team.

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