

## Aztec Electrical Supply joins Festo Canada distributor network

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V.i.S.d.P.:  
Christian Österle

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Mississauga, ON, February 2017 – Festo Canada is pleased to welcome Aztec Electrical Supply Inc. to the Festo family. Focusing on the Southern Ontario region, the Concord, ON-based supplier is featuring Festo's growing product portfolio which includes their pneumatic, electrical and process product range. The official launch date was February 1, 2017.



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"Increasing the reach of our sales and distribution network is a major goal for Festo, not just in Canada but globally," says Roger Hallett, President and CEO, Festo Canada. "It's part of our sales channel strategy in reaching the ambitious sales growth targets we've set for ourselves. Aztec has earned an excellent reputation in the marketplace and will be a strong addition to our network."

The Festo pneumatic automation lineup available through Aztec will include the Stars in Automation – Festo's core lineup of over 2,200 components. All five Aztec offices in Ontario (Concord, Mississauga, Burlington, Cambridge and Windsor) are stocking Festo components already. "We are an extremely focused automation distributor that has not touched a large part of the automation industry due to a lack of a pneumatic offering," says Aztec President and CEO George MacKinnon. "To offer the best service to our industrial customers, we had to expand our automation offering with pneumatics. We wanted to represent the best automation companies in the world, so we are thrilled with the Festo partnership."

Aztec is a strong believer in training and continues to invest hours of technical Festo training to ensure 100% customer satisfaction. "Training is going to be ongoing, and we have pneumatics specialists in place to provide the high level of technical support we're known for," says Frank Dinis, Aztec's Vice President for Automation.

### Festo at a glance

Festo is a global leader in automation technology, and the world market leader in industrial training and education. Festo's pneumatic and electric drive technology stands for innovation in industrial and process automation – from individual products to ready-to-install solutions.

Festo's hallmarks include a global presence and improving customer productivity through close, long-term partnerships. With 18,700 employees worldwide in 61 national companies, Festo's turnover for 2015 was 2.64 billion euros

#### Aztec Electrical Supply at a glance

Aztec Electrical Supply is a dynamic, fast growing Canadian electrical and automation supplier. Its five branches specialize in supplying quality automation and electrical products to electrical contractors, manufacturing plants, OEMs and custom machine builders throughout Canada.