

# Intermat a trusted Topcon dealer for many years



**TOPCON**  
**AT WORK**

*“For the last 10 years we’ve had a good cooperation with Topcon”*

*“Intermat likes to be known for its high quality products”*

Tom Verhulst of Belgian dealer Intermat is proudly showing us around the showroom of his company. “Here in Meulebeke we own 4000m<sup>2</sup> of showroom since September 2006. Completely with storage and a service room.” In total Intermat owns 8000m<sup>2</sup> of space for the sale and rental of contractor materials. “First we were housed in the building next to this one, so we did not have to move far”, his enthusiastic voice is booming through the large space, “but this location is closer to the road.”

“Here we offer sale and rental of anything a contractor uses on his jobsite”, Verhulst continues. “With 15 enthusiastic employees we service the local and regional market. Part of the success and driving force behind Intermat is the fact that we offer a total package. We offer high quality products: from A to Z.”

Verhulst proudly points out the corner of his showroom that is reserved for Topcon. “For the last 10 years we have had good a cooperation with Topcon. Topcon within Intermat is the only brand of laser we offer. We don’t carry any other brands. The main idea behind it is that if we choose a certain product, we like to go at it, all the way. We do not want several brands in our store, but of one of the high quality brands we will take the complete line. Intermat likes to be known for its high quality products and that is why we are partners with Topcon.”

“What I like about the cooperation with Topcon, is that they do all they can to support a dealer. We are actively and closely working together. Topcon offers a good service to its dealers. One of the aspects is, that when we encounter a problem they will try to repair and calibrate this as quickly as possible. If they do not succeed immediately then Topcon will even offer another instrument. Besides this they constantly offer training to our employees when they have new products. But also outside, Topcon offers our commercial employees support on the jobsite. And finally they help with special actions and exhibitions.”

 **TOPCON**

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