

# RÉMI MARCOUX PRINTER OF THE YEAR

## His eye for opportunity and talent for making deals created an empire

Jacques Grégoire, vice president of Transcontinental Inc.'s book group, wanted to sell his book-printing plant about 18 years ago. He called up Rémi Marcoux and said "How would you like to join me in business?" Three hours later Marcoux, who then ran a public company doing more than \$100 million in annual sales, walked into Grégoire's office in Beauceville. He was on his way to visit his mother who lived nearby. The two men sat down for lunch and as they talked Marcoux sketched out the details of the deal on a placemat. Five years later, sitting in Marcoux's 33rd-floor office in Place Ville Marie in downtown Montreal, Grégoire asked about some of the details of the deal. "Rémi says, 'Hold on,' and he opens his drawer and pulls out the placemat and there it was. I could not believe it. And everything he had said that day was honoured."

The story illustrates three essential qualities about Rémi Marcoux that have shaped the man, his business and his success: he loves to make deals, he's hands-on, and he comes from the Beauce region of Quebec, a rural area famed for producing entrepreneurs.

By Filomena Tamburri

PHOTOGRAPHY BY PIERRE CHARBONNEAU

"I spend a lot of  
time on details..."

...Today, it's a bit  
different, but at the  
beginning, I was  
quite interested to  
learn the details.

...My people intuition  
comes from the details"

Rémi Marcoux  
Executive chairman of the board  
Transcontinental Inc.

