

Three New Ways to Serve You

Cascade Mfg Co is pleased to announce the addition of three Outside Sales representatives. This increase in our Outside Sales department is our commitment to better serving your component needs—both now and in the future.



Many of you may already know **Ted Demmer**. He has worked in our Inside Sales department for the past year, assisting you with job quotations and orders. Ted also had several years of construction experience prior to joining Cascade Mfg Co. Ted is now assisting customers in Central Iowa, working from our design office in Ankeny.

Ted is recently married. He and his wife, Tricia, are in the process of relocating to the Des Moines, Iowa, area. Ted says, "I am looking forward to the opportunity to help our customers and Cascade Mfg Co grow their businesses together."



Pete Kerr is our new representative in Central and Western Illinois. He has spent the past 16 years in the truss industry and has a strong background in design. Pete and his wife, Carla, make their home in Walnut, Illinois, which puts him in an excellent location to be available to his customers.

Pete says it all when he comments "I'm anxious to help our customers with their success."



You will soon be seeing **John Schlichte** in Northeast Iowa and Southwest Wisconsin. John has a background in the building material sales industry. He and his wife, Kelly, make their home in Dubuque, Iowa.

John is anxious to be available to his customers saying, "I want to work with our customers to help in any way I can."