



A publication of Cascade Mfg. Co.

November 2007

## Field Tested

At Cascade Mfg Co, we want to provide customers with excellent representation in your office and in the field. You need to expect competent service. We would like to point out a few of the distinct traits that you can expect from our team of veteran outside sales reps.

- **Experienced**—perhaps the biggest benefit we can offer our customers is the knowledge and understanding that comes from working in the construction industry. Every one of our outside sales staff comes with a background that will provide useful solutions to your construction demands. Many of our sales representatives have a background in truss design, construction, or a related industry.
- **Enthusiastic**—our sales staff is highly motivated to provide you with the right answer suited to your individual needs. We don't offer a "one size fits all" approach to your situation. When there's a need for jobsite assistance we're ready!
- **Equipped**—each member of our team is equipped with the latest in computer and software technology. We don't send a "plan shagger" to pick up your project and bring it back for someone else to bid. The person you see is the one who does your bid.
- **Earned**—our sales people do not take your business for granted.

At Cascade Mfg Co we are aware of the need to provide products that fit right the first time, backed up by a capable sales staff, and delivered in a timely manner. We also know you have choices when it comes to building components and engineered wood products. During this holiday season we want to express our appreciation for the trust you place in us by your business. We want to thank you for allowing us to provide a portion of the **American Dream** to your customers.

