

We Know Distribution!

- ◆ We Understand the Importance of Distribution
- ◆ Distribution is Critical to Our Success
- ◆ We Understand How the Relationship Works
- ◆ We Support You When You Need it Most
- ◆ Over 80% of Our Total Sales Are to Distributors
- ◆ We Do Not Appoint Multiple Distributors Within the Same Territory
- ◆ We Do Not Take Distributor Business Directly
- ◆ We Offer Quality Products, On Time at Competitive Prices
- ◆ We are Easy to do Business With

We know that everyone makes promises, however, we understand the importance of meeting our commitments even when it is difficult and inconvenient.

We will always do everything we can to assist one of our distributors.

This is what we hear from some of our Master Distributors.

Can you state the same with your current sources?

“ Our relationship with RWM is a long-term commitment. In 24 years, we’ve never had to worry about them taking business away. They stand behind us every step of the way. We constantly work towards streamlining our partnership. We are more of an extension of RWM, rather than two separate companies. ”

-Karl Elles, President
Caster Tech

“ Having been an RWM Distributor for 20 years, we have found this relationship to be one of the best partnerships found in our industry. RWM has a superb inside sales staff, that is very knowledgeable. ”

-Larry Grose, President
Midwest Caster

“ As an RWM Casters distributor for over 15 years, we have been able to trust them to support our needs and sales efforts, without a single concern about them going direct to our customers. We have found it to be a true partnership. ”

- John Owen, Sales Manager
Cisco-Eagle

“ Through our 15-year relationship, RWM Casters has proven to be a company that helps build business. We can rely on their products, their superior inside coordinators, and their overall commitment to excellence to meet the demands of our customers. ”

-Howard Carlson, President
Atlanta Caster

“ RWM Casters is a very distributor-friendly company and understands how to go to market through distribution. They have been a loyal partner for over 15 years, and continue to build programs to help us profitably grow our business. ”

- Jeff Stohr, President,
Conveyor and Caster

“ RWM Casters has met our expectations for the past 6 years in every way, plus they introduce new products on a regular basis. What I appreciate most about RWM Casters is when we need special help to land business, they respond and go above and beyond what is necessary to help us. ”

- Steve Colvin, President
Northwest Caster & Equipment

“Are you ready to be treated with the level of respect, support, cooperation and trust required in a business relationship to assure mutual success? If you are prepared to take the next step, please contact us. We are actively looking for new distribution in several key territories.

Our preference will always be to sell thru distribution first.” - Peter D. Comeau, CEO/President

RWM Casters



RWM Casters TECHNOLOGY IN MOTION™

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