



## Volume 25, Number 7

### POWERS UP!



If you're like me, a true Midwesterner, you enjoy the changing of the seasons and the arrival of fall. The last days of summer, crisp evenings and a reminder that winter is coming. While I do love the fall season, it really serves as a

reminder that we only have a few months remaining in our fiscal year, and there is so much left to do before year-end.

Our main focus remains on managing customer expectations and making all product deadlines at both our Curtis Industries Milwaukee and Nogales, Mexico facilities. Production output is at an all-time high at both locations, as the on-shoring initiatives continue to expand with our client base. We continue to keep our fingers on the pulse of the marketplace, monitoring the potential need for additional labor and/or capital investments.

Curtis recently completed a website enhancement that allows our sales reps and customers to check inventory status on any product. Inventory availability is visible by distributor and geography, as well as all company and contact information for each distributor location. Customers can now add any products to their shopping cart and order online. Curtis Industries and Tri-Mag finished

### Stephen Bess Set to Retire

Curtis sends a special thank you to Stephen Bess for his 18 years of service as a valued sales rep serving our Arizona territory. Stephen had an impeccable track record for his customer service, product knowledge and industry experience. Enjoy the good life Stephen, you deserve it and we wish you all the best!



### G.L. Smith Set to Expand Sales Territory

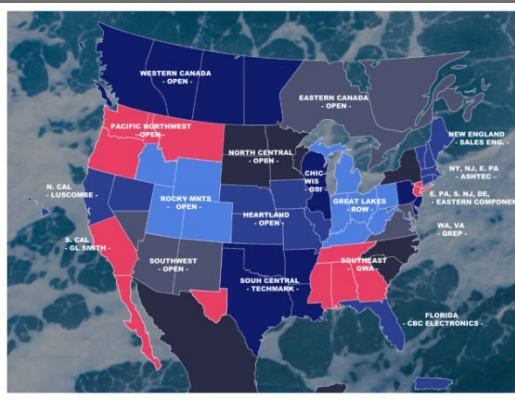
We're also pleased to announce that G.L. Smith Associates, Inc. has taken over sales rep duties for the southwest territory vacancy resulting from Stephen Bess' retirement. G.L. Smith has worked with Curtis as a trusted sales rep firm for more than 25 years and, in addition to Southern California, now represents the regions of Arizona, New Mexico, Southern Nevada and El Paso.

### Happy Trails to Paul Olander

I also want to wish Paul Olander, Regional Sales Manager – West Coast, a happy retirement. Paul was hired as a Customer Support Representative in 2021 and was quickly transitioned to his current role. Paul excelled at b2b sales and customer service and built a wonderful rapport with his clients and prospects alike. We thank Paul for his dedication to the Curtis/Tri-Mag team and wish him well in his retirement.

We hope you enjoy the content we've shared with you. Please email me at [sjpowers@curtisind.com](mailto:sjpowers@curtisind.com) with any questions, comments, or business inquiries.

## Steven



Curtis Industries needs qualified sales reps to serve our Eastern Canada, Western Canada, Pacific Northwest, North Central and Rocky Mountain open territories. If you or someone you know wants to be considered for these regions, please contact Gary Wenzel at [gwenzel@curtisind.com](mailto:gwenzel@curtisind.com). If you refer someone to us and they get hired, we'll send you a \$250 gift card. Considering it us helping you to help us.

Curtis Industries are looking for our key partners to showcase their business in our Curtis Connection e-newsletter. If you're a OEM, distributor or sales rep team looking to create a supplier showcase, please contact Gary Wenzel, Director of Sales & Marketing for more information at [gwenzel@curtisind.com](mailto:gwenzel@curtisind.com).