

UNLIMITED EARNING CAPACITY.

REWARDING RELATIONSHIPS.

WORK/LIFE BALANCE.

LIFE AS A ROCKMOUNT REPRESENTATIVE.



ROCKMOUNT[®]



Life as a Rockmount representative is rewarding in more ways than one.

Follow Matt's story for a snapshot of the benefits and highlights of joining our team.

Treated like gold. Our representatives are our lifeblood. We provide them with the products, services, and knowledge they need to achieve their highest potential. Their success is our success.



Flexibility. Rockmount representatives choose their own schedules and strategies, so they can live the lives they want while watching their careers grow. Our motto? "Work hard, play hard."

FREEDOM FROM THE DAILY GRIND

Some people dread the workweek, but Matt looked forward to it. It had been a great weekend, and now it was time to get back to business. One of the best things about being a Rockmount representative, Matt reflected, was the balance between work and fun. Matt had guilt-free time, the ability to design his own schedule, and the money to enjoy life.

Heading out that morning, Matt considered the day ahead. The morning sales calls would be at a large construction company, a mill, and a state maintenance shop. The afternoon would be devoted to various agricultural customers, who were always in the market for helpful new products. The large variety of accounts kept the job interesting and exciting, and each day he had multiple sales.

LASTING RELATIONSHIPS WITH LOYAL CUSTOMERS

Matt maneuvered down the gravel driveway and arrived at the construction company. This particular customer regularly needed Rockmount's maintenance products to stay on top of its heavy equipment repairs, and Matt was eager to introduce the company's newest products.

He loved the flexibility to set appointments with his customers or just drop in. Thinking back to some of his first sales calls, Matt marveled at how much he had grown. Those former strangers were now loyal repeat sales customers who considered Matt to be one of their most valued sales representatives.



Proven sales methodology. Our sales system helps our representatives connect, inform, demonstrate, and close—all within the same sales call. With over 40 years of experience, we know what works. It's helped us become the leader of the maintenance welding industry.

Individual approach. Our representatives know the best way to find success with their particular customers. They set their hours and manage their account bases however they see fit. Our representatives become experts on what works in their specific territories.

HELPING CUSTOMERS SAVE TIME AND MONEY

Matt knew that to really help his customers, he would need top-level training and great products. Rockmount had provided both. His training had been a satisfying challenge, and he was quickly becoming an expert. As it turned out, the business was exciting—a blend of technology, industry, and most important, the art of sales.

Just yesterday he had received a call from one of his large customers who was having trouble repairing an expensive piece of equipment. Matt wasn't sure which products to recommend, so he called Rockmount's technical support team and also got some help from his manager. This allowed him to solve the problem, write an order, and leave behind a satisfied customer.



Best products in the industry. Our top-of-the-line products match specific applications and appeal to a large, diverse customer base. Because we design our products to be easy to use, customers turn to us again and again to satisfy their maintenance welding needs.

Unmatched training. No need to come with welding experience. Our extensive training program and our ongoing education opportunities will help you stay on top of the latest product and industry developments.



Accomplished salespeople. Rockmount representatives are the most accomplished industrial salespeople in the world, due not only to the technical aspects of our products but also to our sophisticated sales approach.

Sales proficiency. Thanks to our comprehensive sales methodology, our representatives learn to be complete salespeople who can present technical products to technically proficient customers. They turn prospects into customers and customers into friends.


INVESTED IN CUSTOMER ENDEAVORS

Matt headed to his next appointment, pleased with the day's work so far. He had already visited a number of customers, making several sales and laying the groundwork for many more. He looked forward to going onsite with his next customer, a state shop that was working on a big bridge repair job. A close view of customer projects gave Matt the insight he needed to sell them the right product.

He liked the opportunity to see industry in action and know that he played a part in keeping things running the way they should. And, thanks to the stability of being a Rockmount representative, he felt secure that his knowledge—and his success—would continue to grow.

Matt enjoyed taking an active role in his customers' businesses and, of course, regularly making sales. Rockmount had been true to its promise that motivated people could provide an excellent living for their families as Rockmount representatives.

Within the first month of work, Matt had seen an increase in earnings coming in. He realized that by working hard and learning the industry, he would net a very high income for the rest of his life, in keeping with the Rockmount plan. His previous sales positions had never offered such potential.



Long-term relationships. More than 85% of our business comes from repeat sales. It's not just because of the quality of our products. It's also the lasting ties our representatives build with customers, becoming their go-to source for maintenance welding.

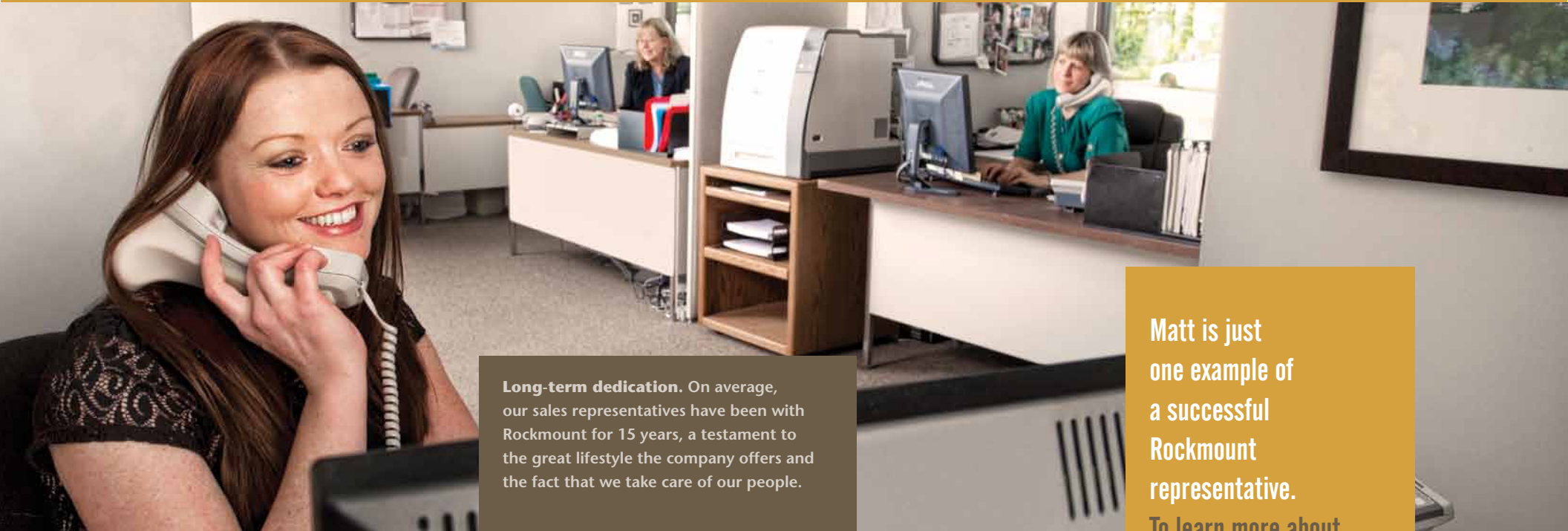
**AMPLE REWARDS
FOR INITIATIVE AND
AMBITION**

Six-figure incomes. Earn without limitations! We give our representatives their own protected territories, so you'll have unrestricted capacity when it comes to your account base. Our veteran representatives routinely pull in six-figure incomes every year, and we have never cut a territory.

PROACTIVE SUPPORT FROM AN EXPERIENCED TEAM OF PROFESSIONALS

It helped that Rockmount was a reliable company, not just the products, but the people, too. From the training and office staff to the warehouse team, they were people Matt could count on, no matter what. When a customer gets what he's supposed to get—when he's supposed

to get it—it makes selling a whole lot easier. Rockmount's industry-leading products and sales strategy, plus Matt's drive and enthusiasm, combined to give him exactly what he wanted in a career.



Long-term dedication. On average, our sales representatives have been with Rockmount for 15 years, a testament to the great lifestyle the company offers and the fact that we take care of our people.

Technical and manager support. Unlike some organizations, we assist our representatives with whatever they need to flourish in their roles, making sure our large, comprehensive support team is always there to back them up.

Matt is just one example of a successful Rockmount representative.

To learn more about their stories, or to begin writing your own with our company, give us a call at 800 272 7637 or visit WeldIt.com

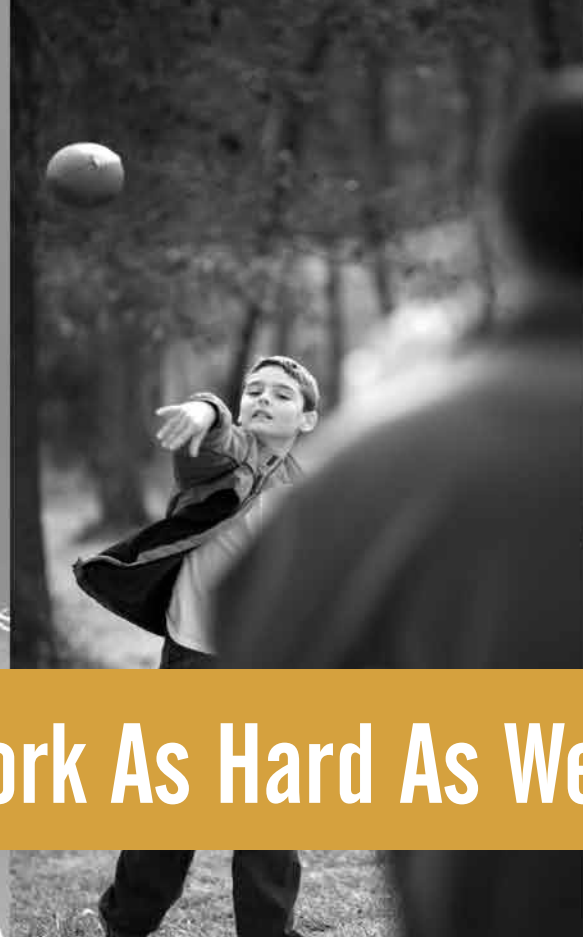


ROCKMOUNT®



800.ARC.RODS
11909 NE 95th St
PO Box 2909
Vancouver WA 98668

WELDIT.COM



We Work As Hard As We Play

LIFE AS A ROCKMOUNT REPRESENTATIVE.

“There is a huge opportunity for financial and personal growth with Rockmount.”

Lyle, veteran representative

“I see myself staying with Rockmount for a long time, because my opportunity is only going to grow from here.”

Tom, 1 year with Rockmount

“I’ve never been treated so well by a company. They treat me like they want me to be here.”

Bob, 3 years with Rockmount