

pmi Case Studies

We have met sales goals or exceeded expectation at every factory we represent. Here are a few notable achievements for illustrating the breadth of our selling experiences.

Creativity : Southern Outdoor Technologies



The makers of the Sportsman's Condo shooting house approached PMI in 2005. Our sales challenge was to find dealers that were not put off by one piece molded houses shipped from a factory in MS. After some experimentation we identified the optimum dealers who could deliver to this demand. This "leader in solid blind technology" is well established today and PMI continues to work in close partnership to address the next challenge of selling an increasingly broader line of related products -- each needing it's own creative selling strategy.

Testimonial

Jim and PMI came recommended from a friend who once told me "Ninety-Percent of the reps in the business aren't worth the money you pay them".

Let me just say, after working with other groups, Jim falls in the other 10% category. He has an easy going, methodical style that gets the job done. He won't pick up a product line just to say he represents it, he must believe in it.

He will not waste your valuable time nor will he blow smoke up your dress. He calls it like it is....which is a refreshing change. He started out a business associate and has become a friend. Jim is honest as the day is long.

Mark Bernegger | President

Southern Outdoor Technologies

