



## *Kimal's Greatest Hits of Value*

The 1980s were defined by bold voices, unforgettable style, and the kind of rock legends that left everything on the stage. At Kimal, we see that same energy in our Sales Account Managers — not just placing orders, but influencing outcomes, shaping value, and standing out in a world that often settles for average. We don't just show up — we bring the full concert experience. And that's exactly why we're different from our competition. Kimal Account Managers deliver more than quotes — they deliver insight.

They dive deep into your projects — offering margin-smart alternatives, design consultations, and guidance that impacts your bottom line. Competitors may give you pricing. Kimal gives you strategy.

### **"Don't stop believin'!" – Journey**

We believe in your build — and in going the extra mile. While others may leave you on hold or pass the buck, our team stays engaged from takeoff to closeout. Your deadlines are our motivation. Your wins are our mission. We don't just believe — we show up.

### **"Working for the weekend!" – Loverboy**

Except we work understanding your timelines. Account managers who know the pressures you're under don't disappear after the sale. We monitor deliveries, check field conditions, and fix problems before they turn into profit-eaters. That's not common. That's Kimal.

### **"Wanted: Dead or Alive..." – Bon Jovi**

Our reps are your road warriors. They show up on site. They get their boots dusty. They track down products, push past obstacles, and own the customer experience. If you've ever been ghosted after a sale — you know why this matters.

### **"We built this city on rock and roll..." – Starship**

Truthfully, we built our reputation on relationships, trust, and value.

What makes Kimal different? Our people. Our culture. And our relentless focus on the long game — helping our customers grow, thrive, and deliver stunning projects with less stress and more confidence.

### **The Encore: Why Builders Choose Kimal**

In a world full of transactional sales reps and automated systems, Kimal brings back the human element — informed, invested account managers who hustle, communicate, and make your priorities their own.

**This isn't lip service like a Milli Vanilli show, this is our legacy. And it's what makes us different.**

Clark Willis

Regional Sales Manager

Kimal Lumber