



## **“How BuildSite Helped Me”**

**Shepler’s**

**A Short Testimonial  
from  
Brian Bennett,  
Inside Sales Representative, Houston Office**

“I handle the international business for Shepler’s and work with American-based companies and the US government on jobs overseas, in the Middle East, Africa, Central and South America and Asia. I do millions of dollars worth of business with my customers, most of whom are purchasing agents. Almost always, I communicate with them by email, so I really like the ability to send electronic submittal documents straight from BuildSite. It’s really fast and I don’t have to worry about printing dozens of documents and then spending time to fax them.

I use BuildSite to pull down submittal pages and MSDS information. All my customers require MSDS on everything and BuildSite makes it really easy and fast to get what I need. BuildSite is perfect for the simple fact that the data sheets, the MSDS information, and everything else I need comes out looking professional and uniform. I’m not putting together a mix and match of information that doesn’t look good. Just recently I did three tickets in one day that totaled more than \$500,000 and it was just as fast and easy as if had been a small job.

One of the best things about BuildSite is it lets me sell what we have in stock. Some project managers may like certain catalogs and brands, but we may not stock the particular product they’re asking for. I can find a product that is equal to what they need just by doing an ASTM search, and they’re satisfied. If I didn’t have the ability to do this quickly, I would probably have no sale, instead of a sale from inventory we stock!

I’m really glad that we will be having private label products as well on BuildSite; that is going to be an important business line for us here at Shepler’s.”