



**CAROLINA MATERIAL HANDLING**  
**PARTNERSHIP PROGRAM**

# want to own your own business?

Do you want to own your own business? Are you aware of the hassle, time, and expense in getting a business “off the ground”? Make things happen immediately with the CMH Partnership Program! Our company has over 35 years experience in material handling sales to get you started. You can begin to develop your own business and increase your income from Day One! All you have to do is sell!

Our successful salesmen at CMH are confident in their abilities to achieve. We believe that suppliers are the blood, salesmen are the backbone, and customers are the heart of a sales company. We also believe that each of these parts deserves the full support of our organization. Good supplier relations, complete salesmen back-up, and total customer care are crucial for a viable sales company.

We have all the tools to get you started. Our goal is to support our CMH Partners as they work to achieve their personal and financial independence. Want to own your own business? Let's talk....

Sincerely,

*Mid Middleton*

President

## MISSION

We are committed to providing innovative & modern solutions to solving storage and handling challenges. We will continue our successful traditions of integrity, attentiveness, and fairness as we achieve our goal of the largest storage and handling company in the Central/Mid-Atlantic.

## PARTNERING

We are always seeking top talent that will give us a competitive edge against our competitors, especially in our rapidly changing market. We are visionaries. A culture that once was held against a rule book, is no longer adequate in today's economy. Our staff overcomes obstacles by taking risks and being creative. We're looking for innovative, goal oriented individuals who are not afraid to challenge our current processes with a clear vision towards success. We welcome ideas and new approaches that will motivate all of us as a team.



When you come to  
the fork in the road,  
take it.

*Yogi Berra*



## OUR VALUES

- Integrity as the cornerstone of personal and corporate conduct
- Respect for the worth of the individual
- Commitment to high standards and the pursuit of excellence
- Achieving goals through teamwork and responsible leadership
- Anticipating and responding to change as an opportunity to innovate and learn
- Contributing to the communities where we live and work
- Perseverance through an abiding faith and optimism

## WHAT WE CAN DO FOR YOU

- 500+ Supplier relationships established
- Stocking warehouses
- Professional website
- Order entry/invoice service
- Accounts receivable service
- Credit check service
- Access to a benefit and tax specialist
- Commissions paid bi-weekly
- Storage warehouse available
- Corporate marketing liasion
- Sales assistance
- Access to monthly sales meetings
- Charitable matching



## OWNING YOUR OWN

- Flexibility
- Freedom
- Independence
- MAJOR Tax Advantages

## SALES ASSISTANCE

- High Compensation Plan-50/50  
Split of Gross Profit
- Protected Geographical Territory
- Free CMH Catalogs
- CMH Lead Program Including Business  
Trade Magazine in Your Territory, Industry  
Reports, Website
- Key Supplier Leads
- Access to Sales Meetings Benefits:  
Training from Suppliers  
CMH Administration Training  
Master Mind Group
- Conveyor Systems Assistance
- Certified Pre-Qualified Installers
- Corporate Marketing Liasion Services:  
Designing Email Flyer  
Designing Mailer  
Website Updates  
Regional Media
- MHEDA Support Webinars  
Split Cost 50/50

## OUR HISTORY

After nine years in material handling sales in West Virginia and North Carolina, John L. Middleton came to the decision that his customers' challenges could be better solved using a variety of material handling products rather than a "forklift truck fixes all" approach.

In 1971, he incorporated Carolina Material Handling, Inc., and began representing an extensive lineup of nationally acclaimed material handling suppliers as well as stocking a small selection of hand-trucks in his home.

In 1978, the company moved into its current address near the crossroads of I-85 and I-40. The central location has been beneficial for quick shipping as the business has expanded into the Central/Mid-Atlantic region.

Carolina Material Handling, Inc. has evolved from a few hand-trucks and a dream to a complete distributorship with over 5,000 material handling products in stock.

Furthermore, the reputation established by the leadership through the years for prompt service, integrity, attention to detail and providing quality products has left a legacy of respect and loyalty.

Every adversity, every failure, every heartache carries with it the seed of an equal or greater benefit.

*Napoleon Hill*



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