



**GENERAL
STRUCTURES
INC**
A DWM COMPANY

Contact Information

At General Structures, Inc., we have a non-traditional approach to managing our relationship with you. We call it “Inside Out.” This allows us to create a deep understanding of your organization — how you operate and what you need from us to be successful with our product line. Our team knows a lot about poles (some may say they know more than anyone should). Lean on us for the information and support you need.

PARTNER RELATIONS MANAGEMENT

Support for the overall needs of our relationship with your agency — from managing your sales contract, maintaining your monthly Partner Scorecard, conducting CEU courses, and providing in-the-field sales support to making sure your team is properly trained so everything runs as smoothly as possible.

Partner Ambassador

**CHERYL
KOWALSKI**

586-218-6348
cherylk@polemfg.com



Contract Manager

**ANDREW
GALSTERER**

586-218-6384
andrewg@polemfg.com



Chief Revenue Officer

**KELLY MACVOY
GUFFEY**

586-218-6352
kellyg@polemfg.com



INSIDE SALES

Support for sourcing the right product for each job and generating competitive, accurate pricing information.

Inside Sales

**MIKE
LOWE**

586-218-6360
michaell@polemfg.com



Inside Sales Manager

**KEITH
LOCKE**

586-218-6351
keithl@polemfg.com



PARTNER SERVICE

For help with the placement of new orders, inquiries on active orders, and any issues that arrive after our products reach your job site.

To streamline order requests, new orders and order inquiries can be directed to: orders@generalstructuresinc.com

Partner Service

**MICHELLE
GOOLSBY**

586-218-6348
michelleg@polemfg.com



Partner Service Manager

**CATHY
LEE**

586-218-6368
cathyl@polemfg.com



MARKETING

Support for PoleVault™ access and issues or information for your line card.

Marketing Projects Lead

**BEN
TASSIN**

586-218-6350
bent@polemfg.com

