



Customer Value through Operational Excellence



SOIL CONSERVATION  
 WATER MANAGEMENT  
 SITE SOLUTION ASSISTANCE  
 CERTIFIED RECYCLED CONTENT

► Who We Are

► Products

► Projects & References

## Welcome to Roscoe Culvert - Value Proposition



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### Plant Locations

- Billings
- Casper
- Missoula

### Markets:



- Value Proposition
- Products
- Projects and References



- Value Proposition
- Products
- Projects and References



- Value Proposition
- Products
- Projects and References

## Q What is Roscoe Culvert's Value Proposition?

First of all, let's define what a "Value Proposition" is for those of us that may be unfamiliar with the term. Since there are a number of knowledgeable folks that have defined the term slightly different, we aren't proposing the following definition as the only one; however, in general; Value Proposition - is a clear statement of the tangible results a customer gets from using your products or services.

Now, what is Roscoe Culvert's "Value Proposition"?

**Roscoe Culvert is the premier provider of water and soil management solutions and provides our customers with Best Management Practices and products for enhanced environmental stewardship.**

## Q How does Roscoe Culvert Provide Value?

The Roscoe Culvert Team of professionals is guided by a Model that includes:

1. Customer-convenient delivery systems
2. State-of-art information management, including CRM (Customer Relationship Management)
3. Dedicated and knowledgeable sales applications engineers and customer service personnel
4. Provides "Best Solutions" irrespective of Roscoe Culvert supply

**Too Small? Click on images to enlarge.**



Did you know steel is the world's most recycled material?



Management Team Celebrating Jim Roscoe's Birthday

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