



Cashman Equipment

3300 Saint Rose Parkway
Henderson, Nevada 89052
800.937.2326 tel
702.633.4699 fax

Cashman Customer FAQ

Who is Empire Southwest?

Empire Southwest is the high-performing Cat dealer serving Arizona and Southeastern California. Like Cashman, Empire is a third-generation, family-owned Cat dealer. Both Cashman and Empire share similar rich histories, values-driven corporate cultures, and strong reputations for exceptional customer and community service.

What is the benefit of this transaction?

Together, the combined dealership will be positioned to provide even stronger service and solutions to clients in the construction, mining, energy, agriculture, and industrial sectors, as well as expanded capabilities to serve one of the country's fastest growing areas.

When will the acquisition be complete and when will the two companies start to operate as a single entity?

Empire is expected to complete its acquisition of Cashman in December 2022. In the short term, both dealerships will be operating as standalone businesses. We will work towards a full merger sometime in the 2nd half of 2023.

Why does Empire refer to customers as clients?

Clients are more than just customers; we believe the relationship goes beyond selling a product or service. We focus on looking out for our clients' best interests and helping them be more successful.

How does this combination benefit Cashman and Empire clients?

This transaction is great news for both Cashman and Empire's clients as we will be able to serve your needs even more effectively by expanding our combined service territory, increasing our expertise and resources, and growing our capabilities to support the dynamic territories in which we operate. All of our clients will have access to a larger fleet of Caterpillar equipment and parts inventory, as well as increased options for rental and technician services.

What can clients expect next?

Our clients should expect even better service and support as we constantly strive to be better. Our commitment to you is to minimize disruption during the transition. Your current representative(s) will be in regular contact with you to answer questions, provide updates or alert you to any changes.

Will this acquisition affect the people I work with, such as my rental, sales, or product support rep?

We understand how important your relationships are and we will do all we can to maintain them.

Will this acquisition impact any current orders or rentals I have in progress?

We do not expect any delay or impact on sales orders or rentals.

Will this impact credit policies, billing processes or remittance addresses?

There will be no immediate changes to these processes at this time. We will be in communication well in advance of any adjustments or information changes.

Should I expect changes to pricing, discounts, or specials?

Your sales representatives will keep you apprised of any changes. We will continue to offer excellent service and premium products at competitive rates.

Who can I contact with general questions?

As we work through this transition, we know you will have questions. Please feel free to contact your current sales representative with any questions. While we may not have answers immediately, we are committed to keeping you apprised of information as it becomes available and will work to answer your questions quickly and accurately.