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## Close-up: Congleton takes CaseTech to 'Inc.' 5000

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At the suggestion of a friend in 1997, Mauri Congleton decided that at some point she wanted to own her own company.

Her friend had owned a business for more than a decade and persuaded Congleton that it would be a good move to someday work for herself.

Turns out, Congleton went to work for her friend in 2000 and ended up buying the business, then called Schauer Sales, in November 2002.

The company distributes custom heavy-duty cases across the Rocky Mountain region for specialized shipping of items used in defense contracting, aerospace, electronics and the like.

"I never thought in a million years that I would own my own company," said Congleton, who renamed the business CaseTech Inc. "I knew people in the business even though I knew nothing about the business."

That didn't stop her from charging ahead. She and her husband, Mark, worked the company together putting in 17- to 18-hour days.

"It was a steep and long learning curve, one that I would say I'm still on," she said.

Under Congleton's leadership, the company has grown revenues from \$3.2 million in 2006 to \$13.2 million last year and was ranked 958 on this year's Inc. 5000 list of fastest-growing private companies. It has five employees.

Congleton said providing quality customer service and treating manufacturers and fellow distributors with respect are paramount to CaseTech's success.

Though her days on the job still are busy, she doesn't put in the same hours anymore. In her free time, Congleton likes to hike, snow ski, sail and play with her dog, Poco.

For more: [4casetech.com](http://4casetech.com).



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