



LARGE ENOUGH TO SERVE, SMALL ENOUGH TO CARE.



2010 Membership Information & Application

2775 Cruse Road, Suite 2401
Lawrenceville, GA 30044
phone 770-451-4302
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TRIB GROUP MISSION STATEMENT

Earn the support of its members by

- Keeping members competitive with quality products
 - Keeping members advised of industry developments
 - Encouraging ethical and prudent business practices
 - Maintaining strength through unity and numbers
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Advantages of Membership:

- Member owned and operated
- Committee Approved National Vendor Programs
- Volume Rebates
- Brand Source™ Services & Products
- Exclusive Online Specials
- Annual Convention & Buy Fair
- Annual Meeting of the Minds & Buy Fair
- Monthly Newsletter, *The TRIBune*
- Weekly Ezine, *FOCUS ON RTO*



The Rental Industry Buying Group (TRIB Group), based in the suburbs of Atlanta, Georgia, was established in 1983 and is currently the largest member owned, member run buying cooperative in the nation specifically for the RTO industry.

Our mass buying power means lower prices on virtually everything you purchase for rent-to-own. Lower prices on merchandise means you become more competitive in your market and increase your income. We can save you as much as 10% on product purchases, and most members find that their profits begin as soon as their membership starts!

TRIB Group is proud to be a strategic alliance partner with AVB/Brand Source, which allows us to offer even more services to our members, and more benefits to membership.

Consolidation of buying power of all members gives you lower prices, better service, rebates at year's end and most importantly, greater profits for your company.

NATIONAL PROGRAMS

Furniture & Accessories

- Albany Industries** Upholstered furniture
- American Furniture** Upholstered furniture
- Ashley Furniture** 22 product categories of home furnishings
- Broyhill Furniture Industry** Upholstery and case good furnishings
- Catnapper/Jackson Furniture Industries** Catnapper reclining chairs and motion. Jackson living room upholstery
- Coaster Company of America** All major categories of furniture: bedroom, dining room, living room, occasional, lamps and mirrors
- Comfort Solutions/King Koil** mattress & foundations
- D&W Silks, Inc.** Artificial trees, palm florals & greenery
- Dimplex North America** Electric fireplaces, electric BBQs, patio heaters
- Donco Trading Company** Bedroom furnishings including children's & bunk beds
- Fraenkel Company** Mattresses, Upholstery & case Goods
- Gidget Meaut & Associates** Imported art, mirrors, denny lamps, Allstate floral & Craft, Inc. (trees, plants, accessory pcs, floral arrangements)
- Harden Manufacturing** Bedroom: domestic & import, dining, occasional, entertainment: domestic & import, bunk beds, curios, gun cabinets
- Home Line Industries** Bedroom, dining, occasional, bunk beds, bedding, youth
- Innovex Home Products** computer desks & chairs, TV stands, storage, file cabinets
- Kidz World** Juvenile recliners, chairs, chaise, sleeper sofas, benches, toy boxes, cube ottomans
- Legaré Furniture** Fun to assemble furniture: TV stands, entertainment units
- Meadowbrook Furniture, Inc.** Upholstered furniture
- Med-lift & Mobility Inc.** lift chair/power recliners - adjustable beds & mattresses
- Noah's Manufacturing, Inc.** Bedrooms - adult & children's
- PFC/Pioneer Furniture Mfg & Hackney Home Furnishings** Complete line of home furnishings
- Progressive Furniture** Wood bedrooms, occasional tables & media chest
- Protect-A-Bed** Protective mattress and foundation covers
- Restonic** Mattresses with removable covers
- Serta International** Mattresses, box springs (foundation), bed frames
- Simmons Mattress Company** Beautyrest, BeautySleep mattresses & frames
- Standard Furniture** Bedroom, dining room, occasional furniture
- Steve Silver Co.** casual mad formal dining, occasional tables & leather upholstery
- Straight Line Resources** Motion & stationary living room sets, specialty entertainment
- Stratford/Caye Home Furniture** Upholstery & motion
- Twin Star International** Electric fireplaces and stoves
- U.S. Furniture, Inc.** Imported casual dining, bedroom, living room and kids furniture
- United Furniture d/b/a Simmons Furniture** Upholstery/motion/recliners
- Welfon USA, LTD** Home theater furniture, dining groups, bedroom groups
- Xzipit/Dreamseat** Leather furniture featuring interchangeable officially licensed sports logos

Jewelry

- Bryce Company** 10 & 14k gold jewelry programs
- Classic Models Jewelry (CMJ) Manufacturing** Gold and diamond jewelry
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NATIONAL PROGRAMS, CONTINUED

Appliances

Alliance Laundry Systems/Speed Queen
Crosley Group, Inc.
Electrolux/Frigidaire
Fisher-Paykel Appliances, Inc.
General Electric Consumer & Industrial
Kenmore Appliances/O'Rourke Sales
Poulan Mowers
Sears Commercial
Whirlpool Corporation

Specialty/Service

Ad Pro Advertising & Printing Marketing, Advertising & Printing
AmeriVap Systems Steam cleaners: Steamax, Vapor Blitz II
Benefit Marketing Solutions Benefit packages that dealers sell to their customers
Central File Direct mail marketing services
counters, multi-media displays & graphics
DAC Products Electronic merchandising displays, POS
DATATrue Real time information verification
DesignerWare, LLC PC Rental Agent Software
DPI Teleconnect Prepaid home phone, electricity, cellular recharge, internet & long distance
Expert Assurance Commercial property, casualty insurance, workers comp, liability & auto insurance
Expert Finance
Expert HR / CertiPay Human resource programs: employee handbooks, HR HelpDesk, regulatory compliance, payroll processing, time & attendance
ExpertCARE Employee benefits solutions
FLX Industries, Inc. Trucks, delivery vans and cargo boxes for vehicles
FW Promo Uniforms, promotional products, direct mail, fulfillment services, commercial printing
High Touch, Inc POS software, accounting software, managed services
Ideal Software Systems, Inc. Software for rental purchase, check cashing, payday loans & title loans
Imagery Marketing Group full service advertising agency providing strategic planning and execution of marketing
Imagine Advertising Graphic design, print, solo mail, shared mail, TV/radio, web, POP/in store signage
King of Promotions/Custom Werks Graphics Promotional products
Lynnray Financial Corp Inventory financing
Nalley Motor Trucks Isuzu, UD, Hino, Peterbilt & International commercial trucks
Peg Perego Battery operated ride on vehicles for children 1.5 - 10 years old
Practical Promotions Inflatable advertising: balloons, blimps and other promotional products. LED signs and vinyl banners
PTS Financial Tax Services, Inc. Turnkey consumer tax return filing service for TRIB Group members
RES Marketing rental purchase accessories
Retail Advantage Sign merchandising, POP signs, tags and label solutions, holders and software.
RSSS, LLC Computer software for RTO stores, turnkey hardware/software solutions, fleet management w/GPS,
RTO Insurance LLC Property, casualty and group health insurance by many insurance companies
Rug Doctor Carpet/upholstery cleaning machines & cleaning products
Stealth Security Services CCTV camera equipment (cameras, DVR, monitors)
Step2 Company children's furniture, toys and outdoor products
WrapSource large format graphics, vehicle wraps, building/architectural wraps including wall murals & décor

Electronics

ArchBrook Laguna
BlackBox GPS
BriteLite
Cybertron International
D&H Distribution
Dealer Sales Corp.
Expert Warehouse
Florida State Games
O'Rourke Sales Company
Oasis Solutions Tech
SED International
Silko Radio
Welton USA
Woot

MEMBERSHIP APPLICATION

The following two pages are the
MEMBERSHIP APPLICATION FORM.

Please fill in all the blanks and answer every question as fully
as possible. If necessary, attach other
documentation you might wish us to consider while
reviewing your application.

There are three (3) ways to apply for TRIB Group
membership:

FAST: Complete the application on the following pages and
mail to our offices

FASTER: Fax us a completed copy of the application

FASTEST: Visit our website at www.tribgroup.com and com-
plete the online application

A TRIB Group representative will contact you regarding your
application.

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MEMBERSHIP APPLICATION

CORPORATE NAME

TRADE NAME OR D/B/A

DATE, STATE OF
INCORPORATION

HOME OFFICE ADDRESS

TAX ID # (FROM W-9 FORM)

TELEPHONE

TOLL FREE #

FAX LINE

EMAIL

PRINCIPLES:

NAME

TITLE

BUYING REPRESENTATIVES:

NAME

TITLE

Does your company belong to any rental trade associations, groups, franchise or industry-related organizations? YES NO

IF YES, LIST HERE

NUMBER OF RENTAL STORES

NUMBER OF RETAIL STORES

LOCATIONS:

Please list city and state

TYPE OF FLOOR PLANNING

CONTROL NUMBER

CREDIT REFERENCES

Four required, one of which must be a banking institution

Bank Name

Account Number

Address

Phone

Contact

MEMBERSHIP APPLICATION

CREDIT REFERENCES CONTINUED...

Reference 2

Account Number

Address

Phone

Contact

Reference 3

Account Number

Address

Phone

Contact

Reference 4

Account Number

Address

Phone

Contact

OPERATING SOFTWARE PROVIDER:

ARE YOU A MEMBER OF ANOTHER BUYING GROUP?

IF YES, PLEASE LIST GROUPS HERE

RENTAL-RELATED INCOME FOR PAST 12 MONTHS:

WHO PROVIDES YOUR INVENTORY FINANCING?

Please give company name and location

VENDORS FROM WHOM YOU CURRENTLY PURCHASE PRODUCT

appliance, furniture, electronics, jewelry vendors etc.

I, the undersigned, authorize the Directors of TRIB Group to verify the information given by me for consideration of my company as a TRIB Group member.

CORPORATE NAME

AUTHORIZED BY

TITLE

DATE


BOARD OF DIRECTORS

revised 1/2010

Ernie Lewallen

President

UHR, Inc.
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Vice President

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Kathy Windsor

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Martin Auble

Secretary


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Todd Humberger

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Chris Bolin

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Ron Rose

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PRODUCT COMMITTEE CHAIRS

APPLIANCE & JEWELRY

Chris Bolin  931-647-1136

ELECTRONICS

Lyn Leach  402-466-5200

FURNITURE & ACCESSORIES

Kathy Windsor  417-532-3737

SPECIALTY / SERVICES

Martin Auble  605-338-1800

FINANCIAL SERVICES &

SOFTWARE

Shannon Strunk  228-769-3782

REQUIREMENTS OF MEMBERSHIP

Regular membership **is available to** any rental dealer herein defined as any sole proprietor, corporation or partnership engaged in the business of renting consumer products with a no obligation rental purchase plan.

As a member, you **must be willing to** attend our membership meetings, where we openly discuss operations and methods of running our businesses. We ask that you be willing to participate and share in this exchange of information.

All members are **required to** submit a quarterly report of products purchased to receive their rebate checks.

Membership Fee: \$1,900

Administrative Fee: \$225 monthly, due on the first. \$25 of each payment will be applied toward your room at the annual membership meeting and convention.

GUARANTEE:

We are so confident that membership in TRIB Group will save you money that we will refund your membership fee in full if you do not believe you have benefited from your membership. **If, after 90 days, the dealer sends a letter of resignation to the Board which states why no benefit was perceived, the membership fee will be returned.** Member must be in good standing at the time of the refund request.

TO APPLY FOR MEMBERSHIP:

Complete the membership application form, and send it along with a check or money order for \$1,900 to TRIB Group. Your check will be held, pending final approval by the Board of Directors.



TRIB Group is always thinking about the bottom line: **profitability for our members**. We seek out strong programs from the top vendors in the rental industry, negotiate special pricing structures or rebate agreements, and encourage monthly specials and closeout buys. To gain group strength, we ask our members to support those vendors when making purchasing decisions. While **members are not required to use only approved vendors**, we always urge the membership to support these vendors whenever they make purchasing decisions. Our programs become better, rebates more lucrative, and group unity is increased when we

support the vendors that support TRIB Group.

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Maybe you'd rather find out about us by visiting us on the World Wide Web! Our website is full of information and news designed to keep our current membership up to date, as well as provide potential members facts! The site changes, so bookmark our home page and visit us often!



TRIB GROUP STAFF MEMBERS

Dennis Shields, Executive Director

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Karl Wicker, Services Coordinator

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Rebecca Hinton, PR & Admin Coordinator

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770-451-4302 ext. 1#

770-451-4302 ext 4#

770-451-4302 ext 2#



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